

# DISTRIBUTION & WAREHOUSING

FORMERLY  
TRANSFER & STORAGE

Vol. XX, No. 2

New York

1921

## MASON'S Whip Hoists

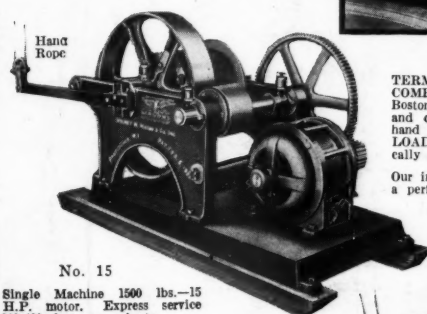
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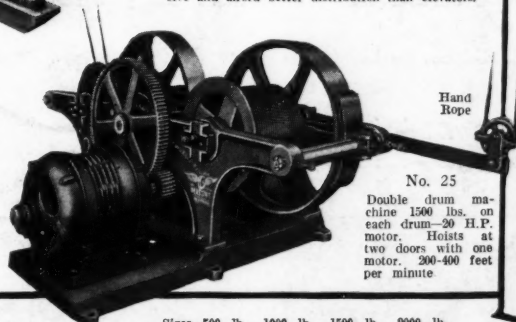
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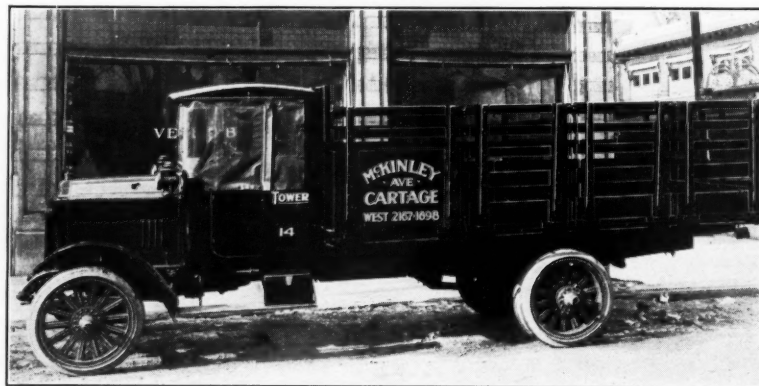
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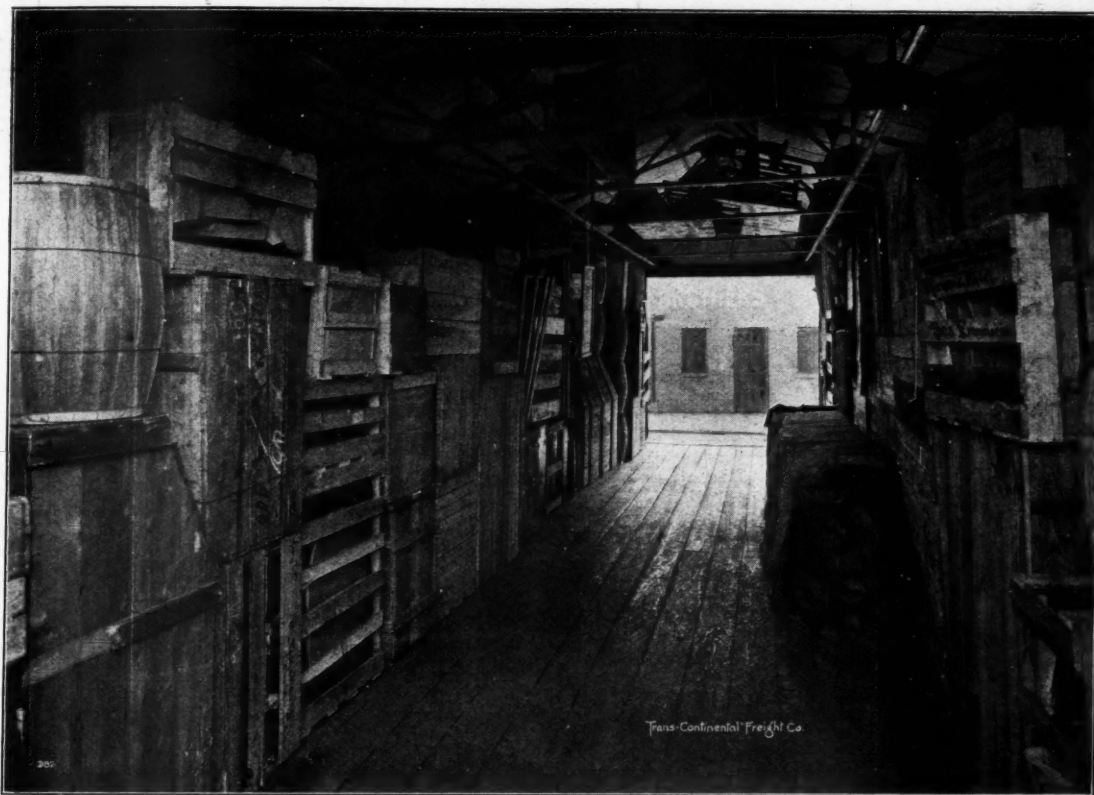
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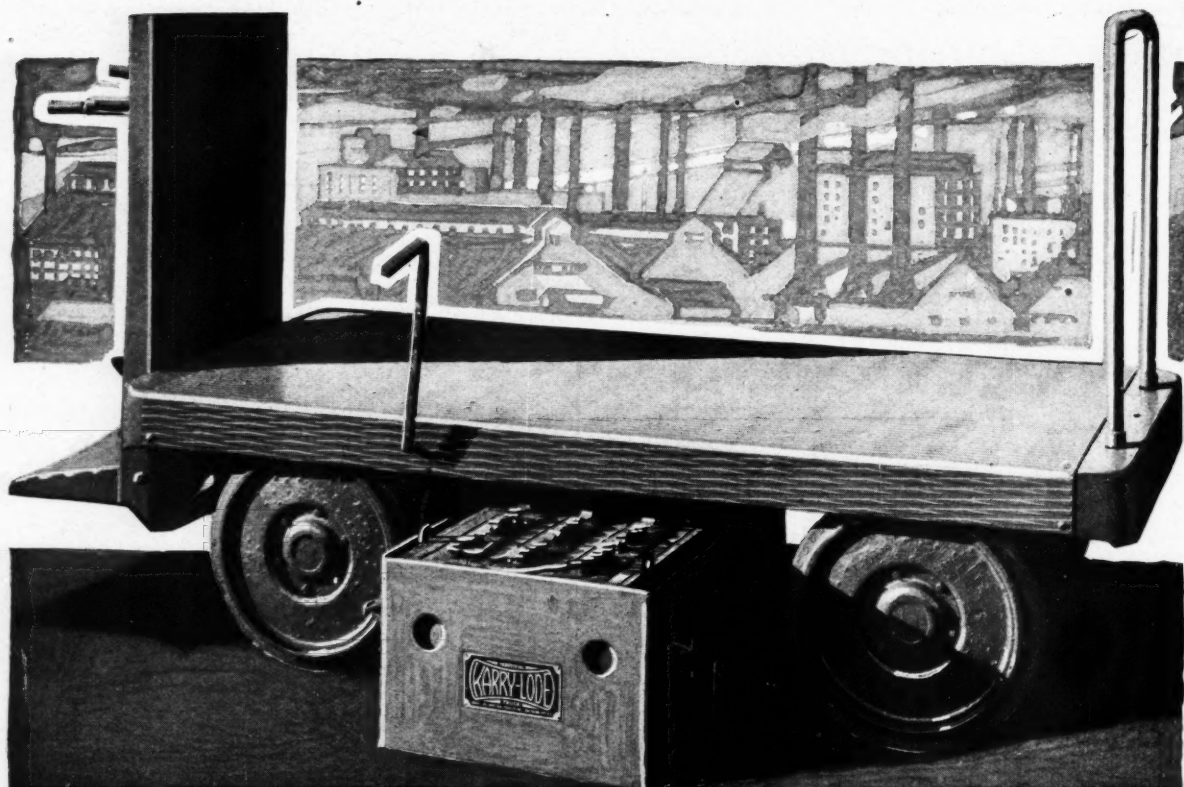
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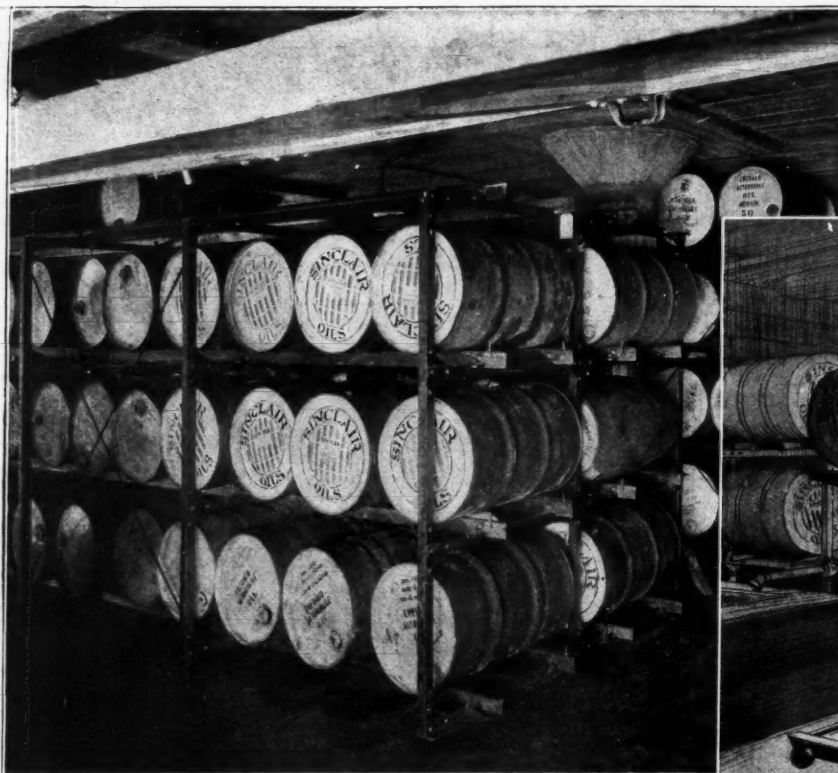
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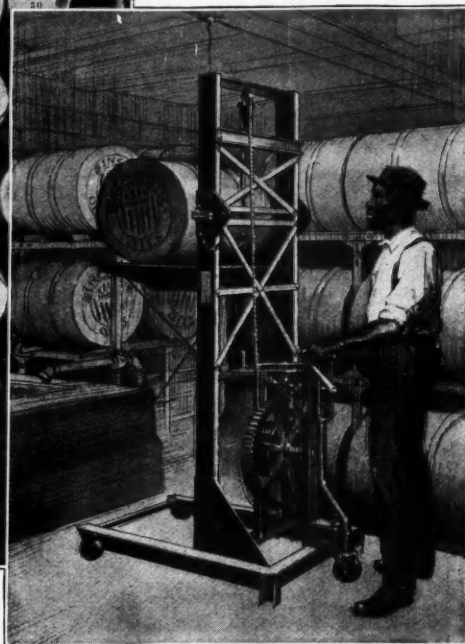
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*Above is a photograph showing a section of one of the Sinclair Oil warehouses equipped with Economy Storage Racks. At the right is a drawing showing how one man is able to handle heavy drums of oil, lifting them to the highest tier with ease.*

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UNDER THE ACT OF MARCH 3, 1879.

Volume XX

NEW YORK, FEBRUARY, 1921

No. 2

## *The Right Convention Is the*

# CONSTRUCTIVE CONVENTION

*The Central Warehousemen's Club Holds One at San Antonio.  
Results Count—Read This Story of What Was Accomplished.*

By KENT B. STILES

SAN ANTONIO, TEX., Jan. 22.

THE annual convention of the Central Warehousemen's Club was a constructive one. Cost finding in relation to handling commodities in and out of warehouses was put under way, thirty-seven member houses agreeing to take up this subject. A set of three base rate cartage tables was adopted and will be made public soon with explanation as to how they operate; with these figures the warehouseman will be able to quote, for the benefit of the shipper, the per package rates on the commodities he trucks or teams, and this will enable the manufacturer to determine more definitely the selling price of a commodity, inasmuch as the distribution manager will know both the storage and the cartage tariff at the time he enters into a contract with the warehouseman. Warehousing rules and regulations, which may become known as "terms and conditions," will

be made uniform throughout the Central West, except that no effort will be made to standardize the revenue-earning phases of the rules and regulations, the thought being that no uniformity should be undertaken which might be criticized as in violation of the Sherman law.

Another outstanding feature of the convention was a paper presented by L. T. Crutcher of Kansas City, a director of both the Central Warehousemen's Club and the American Warehousemen's Association, discussing the possibility that some day the two organizations might decide to co-ordinate their activities to the extent of forming one great national association, this body to handle warehousing affairs of national importance, with sectional associations to consider regional problems, inasmuch as warehousing conditions vary in the several communities.

AS successful as the convention was from a business viewpoint, a social program was provided which was unprecedented in the history of American warehousemen's conventions. Delegations from Chicago, Minnesota and other northern points were entertained on Jan. 16 at a dinner given at Kansas City by the Kansas City Warehousemen's Association. At Dallas the local warehousemen took the visitors for a tour of the city and entertained them at a dinner on Jan. 17. During the convention here the Texas Warehouse and Transfermen's Association took all the Central delegates on a trip around the city and through ancient missions, and a Mexican dinner was given. Yesterday the delegates and the women folks who accompanied them were guests of the Texas association on a journey to Laredo and thence by automobile into

## CONVENTION STORIES

**Cost Accounting:** *Thirty-seven member houses will study cost finding with relation to in and out handling. Page 11.*

**Base Rate Cartage Table:** *This document will enable warehousemen to quote per package rates on shippers' goods. Page 18.*

**Publicity and Co-Ordination:** *Will the Central and the American Warehousemen's Association join forces? Page 19.*

**Warehouse Receipts:** *Co-operation between warehousemen and bankers. Page 16.*

**Port Warehouses:** *What Boston warehousemen are doing to combat unfair leasing of Federal storage space. Page 37.*

**Rules and Regulations:** *Central will undertake to work out uniformity. Story will appear in the March issue of Distribution & Warehousing.*

Nuevo Laredo, Mexico, where the entire day was spent.

The business session opened with the report of George Hamley, Minneapolis, retiring secretary. This showed 140 members in sixty-four cities, as compared with 121 members in fifty-nine cities a year ago. A number of applications were received at this convention, to be acted on by the executive committee.

Discussing the Central's storage rate guide, Mr. Hamley said it had served more than any other one factor to advertise the character of work the club was doing. Recalling his talk before the Canadian Storage and Transfermen's Association last year, Mr. Hamley said the men of Canada were hungry for the benefits of the work done by the Central and that members of the Dominion association planned to use the rate guide in their own



*With a historic Spanish mission and Texan clear sky as background, delegates to the Central Warehousemen's Club convention posed for this picture on the outskirts of San Antonio. This photograph may be obtained for \$1.50 from Steinle Photo Co., 1227 Avenue D, San Antonio.*

businesses. Reports during the past year showed the year had been a profitable one for warehousing, said Mr. Hamley, and there was every reason to look forward optimistically.

The rate guide, published last May, was described by Mr. Hamley as "the warehouseman's Bible." The storage executive who did not get the tariffs he was entitled to under the guide was a rate cutter and was cheating himself, he said. He explained that the guide did not in any way fix rates, but was a guide only; adding that, but for the existence of this document, Tariff No. 5, in Minnesota under the supervision of the Minnesota Railroad and Warehouse Commission, could never have been put into effect. The guide removed the word "discrimination" from the warehouseman's lexicon in his relations with manufacturers, Mr. Hamley emphasized, because the traffic manager was satisfied he was getting a square deal and that the shipper's competitors was not being quoted lower rates.

#### New Business

"Broader Fields in Warehousing" was discussed by W. I. Ford, Dallas; Sidney A. Smith, Chicago, and others. Warehousing as now conducted deals principally with commodities moving from manufacturer to consumer, and Mr. Ford believed there was opportunity for the public storage executive to house products, such as cotton, wool, fruits for canning, potatoes, between producer and manufacturer.

The proposed Texas system of financing construction of cotton warehouses was alluded to by Mr. Ford. If the Texas law is enacted, each bale will be taxed 50 cents, and the money will

be put behind new storage plants.

Mr. Ford's thought was that the public warehouseman could profitably enter this kind of business.

Mr. Ford alluded also to the recent increase of freight rates, and believed it opened a broad field for the public warehouseman to get in touch with the manufacturer and show him that, because of the spread between carload and less than carload rates, money could be saved by storing in and distributing from warehouses at strategic points.

#### "Show the Shipper"

Mr. Smith, alluding to the fact that warehousemen have had more business than they could take care of during the past four or five years, declared that a normal period was being approached and that plans must be shaped to meet new conditions. "If our present lines fill our warehouses," he said, "let us see if we can build new warehouses and see where we can open new lines to fill them." At present warehouses are giving manufacturers efficient service, Mr. Smith said; in the future, that service may be broadened so that shippers can be induced to open branch offices at warehouses, and thus provide new business for the warehouseman; one way to do this was to show manufacturers how to save money, proving to them they could distribute more cheaply through warehouses than by other methods. Also shippers could be shown, by an efficient warehouseman, how to save on freight rates.

The banks furnish another source of new business, Mr. Smith declared; warehousemen should develop their

banking acquaintanceships with that end in view.

George S. Lovejoy, Boston, referring to cotton and wool storage, declared the Federal law was good in relation to cotton, but that Boston warehousemen objected to storing wool under this Act, as the grading and weighing rules were not satisfactory, placing too much responsibility upon the warehouseman. He urged warehousemen to investigate carefully before undertaking to store wool under the Act.

Discussion of "Ideas—Big and Little," was led by Heber Page, Dallas.

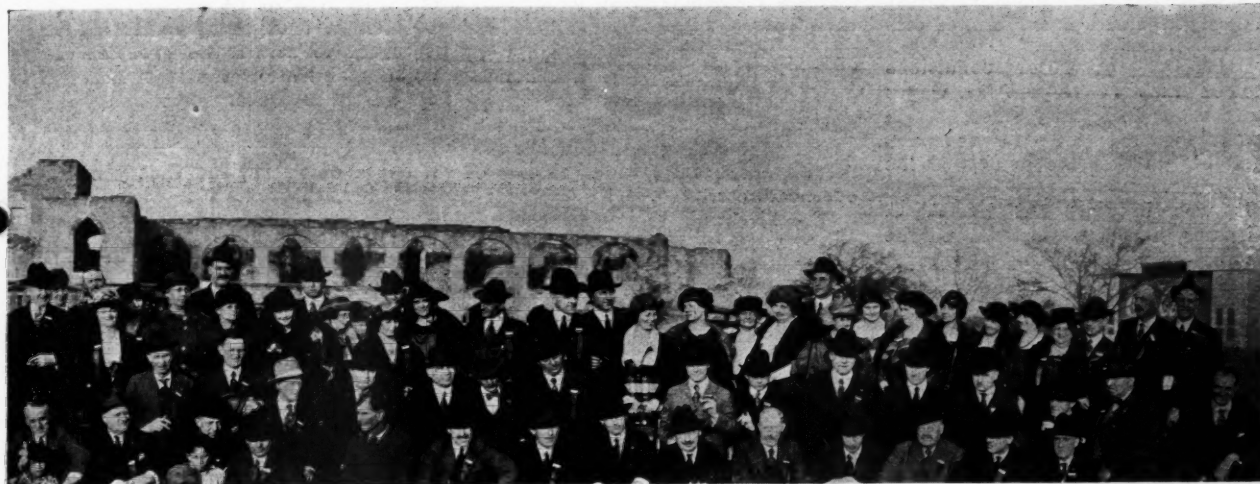
"The subject is one that suggests three thoughts to my mind that may be of interest to you," Mr. Page said. "I therefore wish you would take them home with you and think them over.

"First the Dollar Idea. This brings to me the thought that this new era which we are now entering upon and which has been forced upon us during the past few years—and justly so—is one of service, without consideration of self but for others, so that the best general good may be accomplished for the industry and each individual member and for our patrons. 'He profits best who serves most.' Gentlemen, this word 'service' is on the lips and in the minds of every successful business institution to-day; and, so that the industry we are fostering may gain the most sought-for success, I suggest and recommend to you a slogan for the industry, in one word, namely, SERVICE.

#### The Golden Rule

"Second, the Two-Bit Idea. This is one that may appear insignificant but it is one that conveys, to my mind, another great principle as old as time; it goes hand in hand, in companionship, as it were, with 'service.' I refer to the Golden





a—(opposite page, middle row) Sidney A. Smith, Chicago, president. b—(front row) George A. Rhame, Minneapolis, secretary. c—(front row) Thomas Skellet, Minneapolis, treasurer. d—(front row) W. W. Morse, Minneapolis, president of American Warehousemen's Association. e—(top row) W. I. Ford, Dallas, vice-president.

Rule: do unto others as you wish to be done by. These principles, when practiced in business dealings with employee and patron, are sure to win success for the individual as well as for the industry we represent.

"Third, the Ten Cent Idea. This, while infinitesimal, produces another thought, when analyzed, that is worthy of consideration. It is another old principle handed down to us: take care of the dimes and the dollars will care for themselves.

"Thus the conduct of one's business, observing the principles touched upon, is sure to mean success and to carry with it a reputation to be envied."

Mr. Page's talk was followed by presentation of numerous ideas designed to save the members time and money, or both, if put into effect. These will appear from time to time in the Dollar Idea Department of *Distribution & Warehousing*.

### Conscience a Safe Guide

The subject, "The Conscientious Warehouseman," was given to Thomas J. Skellet, Minneapolis, to discuss. Mr. Skellet said in part:

"A conscientious warehouseman is in no way different from a conscientious man in any other line of business. If a man is conscientious he acts according to the dictates of his conscience, which is usually a safe guide to follow.

"A conscientious warehouseman must understand the importance and realize the dignity of the warehouse business—he devotes his time and talent to advance and improve it. He is the man who associates himself with his neighboring warehousemen first, and next joins with the association of warehousemen which is nearest in common with his own interests and condition, attends meetings and conventions as often as possible, takes

part in the discussions and the association work, and gives his ideas to the other fellow in return for what he has absorbed from him.

"The conscientious warehouseman will see that he is adequately equipped prop-

study his cost, and include all costs.

"The conscientious warehouseman will do his utmost to protect his customer's interest and see that his employees are careful and courteous to the customer. A satisfied customer is an asset to the warehouse business in general; while a displeased customer, who has not received fair treatment at the hands of a warehouse company, is an injury to all of us.

"The conscientious warehouseman will never by any underhand or unfair tactics solicit the business of another warehouseman, for by so doing he is committing a triple wrong—first, he is injuring himself by going against the dictates of his own conscience, lowering his own business morals; second, he is hurting his competitor by taking away business from him which brought a fair margin of profit; third, he is by misrepresentation destroying the customer's confidence in both of them. He is creating no new business and is destroying or lowering that which already had been satisfactorily established.

### Getting Inspiration

"Now if what I have said are the qualities which constitute a conscientious warehouseman, then the Central Warehousemen's Club is indeed fortunate in having among its members a large number of conscientious warehousemen. There are members who have given most generously of their time and talent for the development and advancement of the warehouse business; some individuals stand more conspicuous than others, but it is the amalgamation of all the ideas expressed at local meetings and conventions like this that has given these leaders the clues and material which enabled them to evolve a workable plan. It is from meetings like this that we have all received inspiration and have gone back home with a higher respect for our business and a resolve to build—if not a new

## C. W. C. OFFICERS AND DIRECTORS FOR 1921

The Central Warehousemen's Club at its San Antonio convention made the following elections:

President—Sidney A. Smith, Currier-Lee Warehouse Co., Chicago.

Vice-President—William I. Ford, Inter-State Forwarding Co., Dallas, Tex.

Treasurer—Thomas J. Skellet, Skellet Co., Minneapolis.

Secretary—George A. Rhame, Minneapolis, secretary of the Minnesota Warehousemen's Association.

Directors—John Bekins, Omaha Van & Storage Co., Omaha, Neb.; Roy Binyon, Binyon-O'Keefe Fireproof Storage Co., Fort Worth, Tex.; Elmer Erickson, Midland Warehouse & Transfer Co., Chicago; George Hamley, Colonial Warehouse Co., Minneapolis.

L. T. Crutcher, L. T. Crutcher Warehouse Co., Kansas City, and Ray Wilcox, Bekins Van & Storage Co., Sioux City, Iowa, continue as directors.

erly to handle goods, wares and merchandise he intends to store; he will charge rates sufficiently remunerative to give him proper return on his invested capital and his own services, so that he will be able to render first class service to his customer. In order to do this he must



building—at least to build our business on a higher standard and become conscientious warehousemen.”

Discussion of labor conditions showed that in respect to wages there is no uniformity among warehousemen as to whether the men shall be paid on the hourly or the load basis.

It was brought out by C. C. Williams, San Antonio, who led the discussion, that for the past three months unproductive labor had been so high in this city that his company, Scobey Fireproof Storage Co., had been compelled to introduce the hourly basis. When slackness spread over the country, Mr. Williams declared, it would be necessary for other storage men to do this.

### Pay a Living Wage

Benjamin S. Hurwitz, Houston, and W. I. Ford, Dallas, warned that the industry must pay its men a living wage; that labor must be taken care of in slack time as well as when business was good. If the warehouse force is top-heavy, Mr. Hurwitz said, it should be reduced either by discharges or by lowering the wage scale, but there should be no part-time work under which faithful veteran employees would suffer. Men who have been employed over periods of years were an asset to the business, Mr. Hurwitz declared, and in fat years his company, the Westheimer Warehouse Co., put aside revenue from which to pay the men good wages during the lean years. Joseph E. Lee, Chicago, said that warehouse revenue went on, Sundays and holidays, and that the laborers who made up a company's permanent organization should receive pay the year round.

### Actual Time Basis

Some of the warehousemen are paying laborers for actual time at work. John Bekins, Omaha, Neb., whose wage scale is on that basis, said he saw to it that the men received enough money to make it worth their while to work; when business slackened, the older men were retained. When business was good, all knew they could earn good money, but knew also that they could not earn big wages when business was poor. Mr. Bekins compared the situation with the building contractor and bricklayers—the latter would not be taken care of with steady work and wages during slack periods.

S. J. Westheimer, Houston, believed every locality had its own labor problem to settle, a solution for

one not being adaptable to another. He cited the difference as between use of negro and white labor in South and North. Mr. Westheimer urged that local associations take in “the man on the corner” who is engaged in trucking and educate him in cost accounting, fundamentals of overhead, etc.

The situation to-day in Chicago was described by P. J. Finnegan, president of the Cartage Exchange and secretary-treasurer of the Joseph Stockton Transfer Co., both of that city. The teaming interests of Chicago were experiencing a business depression, Mr. Finnegan said, with 50 per cent of equipment being operated and only 60 per cent of labor retained. Undesirable men were being laid off and the others worked five days a week, the employers endeavoring to keep the organization together and give the older men some means of livelihood. New men who would be taken on later, he said, would come in on a lower wage scale.

### “Flat Rate”

An amusing incident of the convention was the disclosure of how a certain company which manufactures carbon products has been endeavoring to force warehousemen to handle its goods on the flat rate basis. Representatives of this company had informed various storage executives that other warehousemen had taken the goods on that basis. Comparison of notes at the convention showed that the carbon company's agents apparently had not been able to force any warehousemen to give a flat rate. One member said he “called the bluff” of a representative and not only got the account on the monthly basis but proved to the manufacturer that it was cheaper and more advantageous. It was the consensus of opinion that the warehouseman should not “gamble space against the shipper's trade” by quoting a flat rate.

### Base Rate Tables

The household goods storage base rate table prepared some months ago by John Bekins, Omaha, was discussed. One purpose behind this table is to enable the household goods warehouseman to store his goods as deep as he can in order to allow the rest of his goods to earn as much revenue as possible. When this table was offered at the Minneapolis convention last summer, 1170 cu. ft. was selected as the base—that is, as representing the maximum (excepting the largest lots) amount

of cubic feet of goods that should be piled to a depth of eighteen feet in order to attain the greatest efficiency and allow the least amount of waste. At the convention here the prevailing opinion was that the base should be 720 cu. ft. piled to a depth of 12 ft., the theory being that in representative warehouses the majority of lots are 720 ft. or smaller. The committee of which Mr. Bekins is chairman was instructed to revise the table with 720 cu. ft. as the base. The new table when completed will be distributed and will be published in *Distribution & Warehousing*.

### City Assessors

Discussion was held as to the duty of warehousemen toward city assessors who seek information regarding goods stored, in order to levy taxes on private property. In Minneapolis assessors obtained a court order which permits them to obtain such information at cold storage houses, and under a bill introduced in the Minnesota Legislature all classes of public warehousemen would be compelled to divulge the information.

### Act as Bankers

W. I. Ford, Dallas, said warehousemen should take the attitude of bankers, giving out only such information regarding customers as the law requires. In Texas the State cannot tax inter-State but can tax intra-State commerce. In Dallas, under a city ordinance, the warehouseman is required to give information each January 1 as to unsold goods stored, but this information relates only to the names of customers and not to the merchandise itself.

S. M. Woodson, Kansas City, was chairman of the committee which nominated the officers elected (for list, see page 9.) Wellington Walker, Chicago, invited the Central to convene in that city.

A talk on co-operation between the industry and the industry's business paper, *Distribution & Warehousing*, was made by the editor, Kent B. Stiles.

### At Houston

HOUSTON, Tex., Jan. 24—About sixty delegates who attended the San Antonio convention of the Central Warehousemen's Club were guests at a dinner given here to-night by the Houston Transfer and Storagemen's Association.

The visitors arrived here Saturday, were entertained at Galveston yesterday by the warehousemen's association of

(Concluded on page 49)

**Mr. Warehouseman:**

# Analyze Your Costs On HANDLING IN AND OUT

**How and Why Thirty-seven Storage Companies Have  
Subscribed to the Program: "Know Your Business!"**

San Antonio, Tex., Jan. 20.

**T**HIRTY-SEVEN warehouse companies of the Central West have organized a cost accounting program. They are going to find out, each through an examination of his own business during the coming months, on which commodities they are losing money in respect to handling charges as now being billed against customers. They are going to analyze the amount of overhead chargeable to handling goods in and out of the warehouse and determine to what extent each company's handling charges should be billed against the shippers with whom it does business.

**T**HIS program of cost finding was outlined here at the Central Warehousemen's Club's annual convention, which closed today. It is a program based on work which has already been done along this line by members of the Minnesota Warehousemen's Association. Three months of record-keeping on inbound and outbound handling costs has proven to Minnesota warehousemen that:

## Money-Making Discoveries

1—On forty-three commodities piled 7½ feet or lower the inbound handling costs were higher than the tariffs allowed by the Minnesota Railroad and Warehouse Commission. Example: metal laths—handling cost, \$4.58 per ton; tariff on file, \$2 per ton.

2—On forty-eight commodities piled higher than 7½ feet the inbound handling costs were higher than the tariff allowed by the commission. (Example: candy in cases or boxes or pails—handling cost, \$2.88 per ton; tariff on file, \$1.40 per ton.

3—On thirty commodities delivered in quantities of less than one ton the outbound handling costs were higher than the tariffs allowed by the commission. (Example, phonographs—handling cost, \$4.24 per ton; tariff on file, \$2 per ton.

4—On twelve commodities delivered in quantities of one ton or more the outbound handling costs were higher than the tariffs allowed by the Commission. (Example: pool tables—handling cost, \$3.20 per ton; tariff on file, \$2 per ton. It was found that on certain other commodities the handling charges were smaller than those allowed by the Commission.

One of the values of these records has been that the Minnesota members have discovered which commodities it costs less to handle inbound if piled 7½ feet or lower, and which ones it costs less to

The manufacturers whose products are being handled under tariffs which are bringing these warehousemen big profits will benefit by the investigation which is to be made. The handling charges against commodities will be equalized, in other words; where commodities have been handled at a loss, the tendency will be to increase the charges to take care of the expense entailed by that handling, but where commodities have been handled at a big profit, the tendency will be to lower the charges so that the shippers of those commodities shall not have to bear unfairly the burden of the present-day losses suffered by the warehousemen in handling other commodities.

## VALUE OF KNOWING YOUR OVERHEAD

**I**F you believe that a knowledge of your overhead isn't worth the bother, examine the figures shown below. They tell what a Minneapolis warehouseman lost in 1920. He kept tally on his overhead on handling in and out of the warehouse, and he knows now that a total of \$32,000 should have been billed against customers to take care of that excess overhead.

Will he suffer the same loss for the year 1921? No, because he knows how to check this loss. He knows on which commodities to place higher handling charges. Experience—\$32,000 worth in one year, or more than \$600 worth each week in 1920—has taught him. Here are the Minneapolis warehouseman's 1920 figures:

Handling costs \$115,000 for labor and two-thirds of executive and clerical salaries.

Handling costs \$17,000 for miscellaneous expenses connected with handling charges.

Total \$132,000

\$100,000 billed to handling charges to customers.

\$32,000 undercharges, which should have been charged to shippers.

Are you analyzing your handling costs, Mr. Warehouseman, so that your charges for handling take care of the overhead on that part of your business? If you are not, then do what thirty-seven members of the Central Warehousemen's Club have agreed to do. They are going to take up cost accounting.

"Know your business!"

handle inbound if piled above that height; and also which commodities it costs less to handle outbound if delivered in less than one-ton lots and which ones it costs less to handle outbound if delivered in quantities more than one ton.

The procedure which will be followed by the thirty-seven member houses of the Central Warehousemen's Club is virtually the same as that followed by the Minnesota members. The executive committee will issue proper instructions and the members participating will keep individual records which will be turned in weekly to George A. Rhame, Minneapolis, newly-elected secretary of the C. W. C. Just as he has been doing for the Minnesota association, of which he is secretary also, Mr. Rhame will compile monthly aggregate reports, based upon the weekly individual ones, and these monthly reports will be distributed among the members.

How are the handling records kept? In Minnesota a form known as a "handling record" is distributed among the warehousemen. Spaces are provided where entries may be made as follows: "State whether received or delivered. Commodity. Description. Number of packages. Floor stored on. Pile height. Varieties. Weights. Total gross weights. Total hours (expressed in hours and minutes). Man hours per ton (expressed in hours and decimal parts of an hour, with fractions to read as hundredths of an hour). Cost per ton at 60 cents per hour. Four times per ton cost. Present tariff rate. Mention unusual conditions. Member reporting. Week ending —."

## Minnesota Pioneered

George A. Hamley, Minneapolis, retiring secretary of the C. W. C., explained that the Minnesota association took up cost finding with the hope that the Central would develop it until a com-

## Inbound Handling Costs.

Commodity	Pile Height—7¼ Ft. or Less				Pile Height—Over 7¼ Ft.				Commodity	Pile Height—7¼ Ft. or Less				Pile Height—Over 7¼ Ft.			
	No. of Tons Handled	Average Man Hr. per Ton	4 x Cost at 60c per Hr.	Present Tariff Rate	No. of Tons Handled	Average Man Hr. per Ton	4 x Cost at 60c per Hr.	Present Tariff Rate		No. of Tons Handled	Average Man Hr. per Ton	4 x Cost at 60c per Hr.	Present Tariff Rate	No. of Tons Handled	Average Man Hr. per Ton	4 x Cost at 60c per Hr.	Present Tariff Rate
Agricultural Impls. ....	266	1.49	\$3.57	\$3.00					Milk, Malted: bbl. and cases	23	.66	\$1.58	\$1.40	18	1.21	\$2.84	\$1.40
Apples: Bbl.—boxes	140	.67	1.61	1.60	866	.90	\$2.16	\$1.60	Millets: bbl.	81	.48	1.15	1.20	30	.51	1.22	1.20
Auto Access.: Tubes	9	.50	1.20	1.60					Mince Meat, Dry: cases	19	.64	1.54	1.20	19	.64	1.54	1.20
Auto Tractors	47	1.23	2.95	4.00	35	.82	1.97	1.20	Nails: case	18	.72	1.72	1.00				
Bagging: Burlap & Cotton	79	.48	1.15	1.20	152	.68	1.63	1.20	Nuts in Shell: Almonds-Walnuts	13	.72	1.72	1.60	65	.81	1.94	1.60
Batteries: Dry					23	.70	1.68	1.40	Nuts in Shell: Brazils-Filberts Pecans	42	.83	1.97	1.40				
Bbl. and boxes	46	.57	1.36	1.40					Nuts in Shell: Peanuts	3	.37	.88	1.80	55	1.12	2.69	1.80
Beans	138	.58	1.39	1.20					Nuts, Shelled: bags	21	.46	1.12	1.40	41	.69	1.66	1.40
Bon Ami: boxes	69	.59	1.42	1.20	211	.73	1.75	1.40	Nut Meats: bbl.—cases	33	.48	1.15	1.40				
Bottled Goods: bbl. & cases	84	.52	1.25	1.40	26	.91	2.20	1.40	Oil, Cooking: Lubricating, Linseed, etc. metal bbl.—drums, cases	229	.49	1.18	1.20				
Bottled Goods: Many Varieties					54	.86	2.06	1.60	Oil, Cooking, etc.: metal bbl.—drums, Many Varieties	15	.69	1.66	1.20				
Bottles, Empty: Many Varieties	17	.78	1.88	1.60	17	1.20	2.88	1.40	Oil, Cooking, etc.: wood bbl.—pails, jacket cans	13	.80	1.92	1.40	70	.90	2.16	1.20
Bottles: Empty cases or crates	19	1.06	2.56	2.80	836	.59	1.42	1.20	Oyster Shells: bags	25	.67	1.60	1.20	25	.73	1.75	1.20
Candy: Many Varieties					25	.80	1.92	1.20	Paint: Case-tins, Dry-bbl.	21	.68	1.64	1.80	21	.68	1.64	1.80
Candy: cases, boxes, pails	41	.72	1.72	1.20	26	.40	.96	1.20	Paper, Book and Print: bndl.—crates—cases	20	.85	2.04	1.20	86	.76	1.82	1.20
Canned Goods, in Tin: Mis. cartons and cases	22	.63	1.51	1.20	36	.77	1.85	1.20	Paper, Cardboard: bundles								
Canned Goods, in Tin: Many Varieties					24	.88	2.12	1.20	Paper, Cartons: Cups, Candy Boxes, etc.—case	12	1.21	2.92	1.60	113	.87	2.09	1.00
Canned Fruit					95	.77	1.84	1.40	Paper, Print: rolls	390	.56	1.34	1.00	476	.63	1.51	1.20
Canned Sardines	2	.28	.68	1.20	151	.50	1.20	1.60	Paper, Roofing, Crepe, and corrugated, Bldg.—rolls	682	.51	1.22	1.20	29	1.20	2.88	1.60
Canned Vegetables	43	.23	.56	1.20	36	.80	1.92	1.80	Paper, Toilet, Towels—Napkins: cases					126	.90	2.16	2.00
Carbide Calcium					19	1.40	3.36	2.00	Phonographs	13	1.12	2.69	1.40	54	.83	1.99	1.40
Cereals: bags, cases, kegs, bbl.	42	.39	.94	1.40					Polish: All Kinds					19	.63	1.52	1.20
Cereals: bags, cases, kegs, bbl.					15	.57	1.37	1.40	Popcorn								
Cereals: bags, cases, kegs, bbl.					200	.62	1.49	1.40	Produce: Cabbage, Carrots, Onions, Parsnips, Potatoes, etc.	442	.64	1.53	1.40	81	.50	1.20	1.20
Cereals (Corn Flakes)	79	.42	1.01	1.20	18	.56	1.34	1.60	Rice: cases—bags	125	.53	1.27	1.20				
Chemicals, Dry: bbl., cases, kegs, drums, casks					378	.72	1.73	1.20	S h i n g l e s, Composition: bundles	282	.56	1.34	1.20	242	.56	1.34	1.20
Chicory: cases					64	.43	1.03	1.20	Soap and Soap Products: cases or bbl.	264	.54	1.30	1.20	133	.79	1.90	1.20
Coffee, Green: bags	55	.45	1.08	1.40	18	.86	2.04	1.80	Soda and Soda Ash: cartons in cases, kegs or bbl.	128	.56	1.34	1.40	53	.53	1.27	1.40
Cotton Linters: bales	8	.67	1.61	2.00	623	.61	1.46	1.20	Starch: cartons—bags	43	1.19	2.86	1.60	14	1.52	3.64	2.00
Cranberries: bbl. and boxes					68	1.00	2.40	1.80	Stoves: Iron and Steel	438	.45	1.08	1.00	24	.85	2.04	2.00
Cream Separators: packed 1 in box	20	.70	1.68	1.40	7	1.77	4.24	4.00	Stoves: Gas and Electric	152	.51	1.22	1.40	4094	.56	1.34	1.00
Dried Fruit	119	.56	1.35	1.20	8	1.72	4.12	4.00	Sugar: Granulated: bags	81	.58	1.40	1.20	254	.57	1.37	1.20
Dried Fruit: Over 10 Varieties					17	.75	1.80	1.20	Syrup: in kegs, bbl., jacket cans, in glass in cases	43	.76	1.82	1.80	47	.65	1.56	1.40
Dry Goods									Syrup: in Tin cases	25	.40	.96	1.40	2	.37	.89	1.40
Farm Lighting Plants	162	1.07	2.57	1.20					Tapio: bags and boxes	21	.78	1.87	2.00	9	1.43	3.44	2.00
Fire Clay: bbl.	70	.49	1.18	1.20					Tea								
Fish, Dried: bundles	22	.73	1.76	2.00					Twine, Binder: bales								
Flour, All Kinds: bags, bbl., cases, boxes, cartons	904	.49	1.18	1.20					Vinegar: barrels								
Fruit Jars and Caps: cartons									Washing Machines								
Furnaces	26	1.19	2.86	2.00													
Furniture: New																	
Furniture: Many Varieties	7	1.67	4.00	4.00													
Glass, Window: case	76	1.34	3.22	2.00													
Glucose: bbl.	92	.37	.89	1.00													
Heaters: Garage	29	.94	2.25	1.60													
Hemp: bales																	
Honey, in Tin: cases	34	.74	1.78	1.20													
Ice Cream Cones																	
Ink, Printing: bbl. metal (drums)	(omit ted)																
Kitchen Cabinets																	
Lard Substitute: lard compound	79	.62	1.49	1.40													
Lath, Metal	131	1.91	4.58	2.00													
Laundry Machines	23	1.00	2.40	Per Hr.													
Lead, White or Red: Pig or Bar	244	.42	1.01	1.00													
Malt																	
Malt Extract, bbl.: in wood bbl.—bottled in bbl. or case	99	.51	1.22	1.40													
Maple Sugar	30	.55	1.32	1.20													
Matches, Domestic	44	.94	2.26	1.80													
Matches, Safety: cases																	
Medicine, Patent: cases—cartons	116	.50	1.20	1.80													
Milk, Condensed and Evaporated: cases																	

The Inbound and Outbound Handling Costs tables reproduced on these two pages cover three months of cost finding by members of the Minnesota Warehousemen's Association. The keeping of such records is teaching these warehousemen which commodities are being handled at a loss. For explanation of these tables see George Hamley's report on page 14.

pleted system should be worked out. Some of the Minnesota men kept records by assigning clerks to the warehouses, Mr. Hamley said; others instructed employees to use a time clock method (described in detail in the February, 1920, issue of *Distribution &*

*Warehousing*). Mr. Hamley's concern, the Colonial Warehouse Co., uses the time clock, and Mr. Hamley explained how it operates.

Minnesota companies have learned many things they did not know before, the speaker said; one thing, that it took

fifteen to twenty per cent. longer to move given commodities on one day than another. Discoveries of this kind led to speeding up of work and to improvement of facilities, and the employees took more interest in their jobs because they knew they were being checked.



## Outbound Handling Costs.

Commodity	Deliveries of LESS THAN ONE TON				Deliveries of ONE TON AND OVER				Commodity	Deliveries of LESS THAN ONE TON				Deliveries of ONE TON AND OVER			
	No. of Tons Handled	Average Man Hr. per Ton	4 x Cost at 60c per Hr.	Present Tariff Rate	No. of Tons Handled	Average Man Hr. per Ton	4 x Cost at 60c per Hr.	Present Tariff Rate		No. of Tons Handled	Average Man Hr. per Ton	4 x Cost at 60c per Hr.	Present Tariff Rate	No. of Tons Handled	Average Man Hr. per Ton	4 x Cost at 60c per Hr.	Present Tariff Rate
Ammonia, Anhydrous: cylinders.....					1	.55	\$1.32	\$1.40	Milk, Malted (Omitted)...					108	.35	.84	1.20
Apples: bbl.-boxes.....	5	.51	\$1.22	\$1.60	116	.58	1.39	1.60	Millstuffs.....								
Automobile Tires: NOT crated or bundled.....	1	.58	1.38	4.00					Mince Meat, Dry: cases.....	4	.84	2.02	1.20				
Bagging: bales.....	15				15	.24	.58	1.20	Nuts in Shell: Almonds- Walnuts.....	8	.63	1.51	1.60	43	.59	1.41	1.60
Bags, Burlap and Cotton: bales.....	1	.55	1.32	1.20	52	.43	1.03	1.20	Nuts in Shell: Brazil: Fil- berts-Pecans.....	13	.63	1.51	1.40	17	.39	.94	1.40
Beans, Peas: dried.....	5	.87	2.08	1.20	44	.33	.79	1.20	Nuts in Shell: Peanuts.....	5	.66	1.58	1.80	19	.63	1.51	1.80
Bon Ami.....	11	.59	1.42	1.40	68	.36	.87	1.40	Nuts Shelled: Almonds- Brazil, Filberts-Pecans, Peanuts-Walnuts.....	7	.59	1.42	1.40	6	.50	1.20	1.40
Bottled Goods: cases-bbl.....	5	.75	1.80	1.40	19	.43	1.03	1.40	Nut Meats: bbl.-case.....	4	.64	1.54	1.40				
Canned Goods in Tin.....	8	.68	1.68	1.20	45	.62	1.49	1.20	Oil, Cooking-Lubricating in Tins: cases.....					4	.32	.77	1.20
Canned Vegetables.....	1	.40	.96	1.20	8	.30	.72	1.20	Oil, Cooking-Lubricating: Jacket cans-wood bbl.....	3	.65	1.56	1.40	64	.39	.94	1.20
Carbide Calcium: drums.....	1	.30	.72	1.20					Oyster Shells: bags.....					1	.47	1.13	1.20
Cereals: cases-cartons.....	4	.46	1.10	1.20	7	.45	1.08	1.40	Paint: cases-Tins.....					40	.37	.89	1.00
Cereals.....	18	.77	1.85	1.40	32	.37	.89	1.60	Paper, Print: rolls.....	1	.43	1.04	1.20	2	.36	.86	1.20
Cereals, Rolled Oats: cases.....	1	.94	2.25	1.80					Paper, Strawboard: bundles.....					401	.70	1.68	1.20
Cereals: cases.....	1	.65	1.56	2.00	3	.30	.72	1.20	Paper, Crepe, Roofing, Cor- rugated, Building.....					8	.46	1.10	1.20
Chemicals: Dry.....									Paper, Wrapping: bundles, rolls.....	7	1.77	4.24	2.00	16	1.12	2.69	2.00
Chemicals, Wet: cases-keg- Wood bbl.....	1	.45	1.08	1.40					Pickles: bbl., wood.....	4	.48	1.15	1.40				
Chocolate and Chocolate Coating.....	1	.60	1.44	1.40	6	.29	.70	1.40	Polish, All Kinds.....	5	.65	1.56	1.40	2	1.33	3.20	2.00
Cocoa-nut: cases-pails-bbl.....	2	.73	1.75	1.80	3	.39	.94	1.80	Pool Tables.....					36	.53	1.27	1.40
Coffee, Green.....	4	.58	1.39	1.40	65	.42	1.01	1.40	Produce.....	4	.45	1.08	1.20	50	.43	1.03	1.20
Dates, Package: boxes-cart- ons.....	1	.59	1.42	1.20	4	.54	1.30	1.20	Rice: bags.....	2	.92	2.20	2.00	5	.57	1.37	2.00
Dates, Bulk and Pkg: case.....	10	.60	1.44	1.20	76	.59	1.42	1.20	Sewing Machines.....								
Dried Fruit: boxes-bbl.....	2	.68	1.63	1.80	7	.56	1.34	1.80	Soap and Soap Products: cases and bbl.....	25	.89	2.13	1.20	44	.45	1.08	1.20
Farm Lighting Plants.....	6	.69	1.65	1.20	29	.81	1.94	1.20	Soda and Soda Ash.....	1	.49	1.18	1.20	4	.40	.96	1.20
Flour: All Kinds.....	6	.44	1.06	1.20	212	.27	.65	1.20	Starch: bags and sacks; bbl and cases.....	2	.51	1.22	1.40	7	.36	.86	1.40
Fly Paper: boxes.....	3	1.65	3.96	1.20	23	1.19	2.86	1.80	Stoves, Iron and Steel.....	2	1.13	2.71	1.60	3	.81	1.94	1.60
Fruit Jars: cartons.....	4	.90	2.16	2.00	12	1.80	4.24	4.00	Stoves, Gas and Electric.....	5	1.18	2.83	2.00	7	1.08	2.59	2.00
Furnaces.....	1	1.57	3.76	4.00	21	.29	.70	1.00	Sugar, Granulated: bags.....	24	.38	.91	1.00	1359	.36	.87	1.00
Furniture, New.....	1	.33	.79	1.00					Syrup: keg, bbl., jacket cans, case.....	2	.52	1.25	1.40				
Glucose: bbl.....	1	1.30	3.12	Per Hr.	1	.43	1.04	1.20	Tapioca: bags-boxes.....	4	.54	1.30	1.40	7	.62	1.49	1.80
Glass, Window.....	1	.45	1.08	1.40	26	.26	.63	1.20	Tea.....	4	.60	1.44	1.40				
Grease: bbl., wood.....	1	.48	1.16	1.20	3	.31	.74	1.40	Wall Board.....	6	1.06	2.54	2.00				
Honey, in Tin.....	3	.61	1.46	1.40					Washing Machines.....								
Ink, Printing: drums.....	1	.98	2.36	2.00	56	.26	.62	1.00									
Lard Substitute.....	1	.81	1.94	Per Hr.													
Lath, Metal: bundles.....	1	.39	.94	1.00													
Laundry Machines.....	3	.55	1.32	1.40													
Lead, White or Red.....	2	.87	2.09	1.60	11	.78	1.84	1.80									
Malt Extract.....																	
Matches, Safety: cases.....																	
Matting Rugs.....																	
Medicine, Patent: boxes- cases, cartons.....	8	.69	1.65	1.80	23	.34	.82	1.80									
Milk, Condensed and Evap- orated: cases.....	7	.62	1.49	1.20													

## COLD STORAGE ONLY—COMMODITIES

Butter.....	41	.52	1.25	1.80
Eggs: cases.....	92	.94	2.26	1.50
Eggs: cases.....	483	.79	1.90	1.60
Eggs: cases.....	4	.97	2.33	2.00

The Minnesota warehousemen who kept records on handling costs turned them in weekly to George A. Rhame, secretary of the Minnesota association; who compiled average figures, as shown here. Mr. Rhame has since been elected secretary of the Central Warehousemen's Club, and he is going to do for the Central what he did for the Minnesota body.

In recommending to the Central that its members take up cost finding, Mr. Hamley emphasized that the program had nothing to do with rates and rate-making but would serve solely to enable warehousemen to figure out man hour costs and work out their own tariffs.

Sidney A. Smith, Chicago, newly-elected president, in urging the Central members to take part in the work said the program was the greatest the association had ever undertaken. A telegram was read from Samuel G. Spear, Boston, a cost finding pioneer in the East, telling the Central members "not to forget overhead."

## What Overhead Is

The overhead phase of the cost finding inquiry by the Minnesota warehousemen was touched upon by W. W. Morse, Minneapolis, president of the Minnesota association and of the American Warehousemen's Association.

Letters received from warehousemen on this subject showed that no two were

talking alike as to what constituted overhead, Mr. Morse said; some asserted expenses were exceeding receipts by twenty-five per cent, but the interpretations of "expenses" and "receipts" varied amazingly. Mr. Morse declared the definition of overhead as applied to handling was made up of the following three items:

1—"Money paid out for labor employed to handle goods when such labor is not actually working to put goods in and out of the warehouse."

2—"Two thirds of your executive and clerical salaries." Mr. Morse said it was true that this was an arbitrary figure but that it was known that Massachusetts warehousemen employed "very able advisors" in arriving at the conclusion.

3—"Miscellaneous expenses connected with handling charges."

Mr. Morse urged that every warehouseman set up an account for the following items which constitute the "miscellaneous expenses connected with handling charges:"

- 1—Elevator service.
  - (a) current.
  - (b) repairs.
- 2—Postage.
- 3—Fuel for office.
- 4—Office supplies (printed matter, typewriters, adding machines, etc.)
- 5—Telephone bills.
- 6—Demurrage you may have to pay.
- 7—Compensation insurance.
- 8—Electric lighting bills (current, globes, repair).
- 9—Damage claims.
- 10—General expenses (undistributed items in small amounts).

## A Massachusetts Idea

Mr. Morse alluded to the fact that the Massachusetts Storage Warehousemen's Association had recommended that there be included also, in the overhead, the expense for equipment used—scales, tiering machines, tools, ropes, etc., with six per cent for interest, two per cent for taxes and five per cent for depreciation.

No one had been able, Mr. Morse said, to divide the three items which consti-

tute overhead into productive and non-productive labor. "Only when the Hamley system operates will we be able to find out," he declared, adding that it has been said that 75 per cent is productive and 25 per cent non-productive.

Mr. Morse said that his own (Security Warehouse Co.) overhead was 132 per cent; conditions vary, and others have less, overheads in Minneapolis ranging from 108 to 146 per cent.

### Eliminate Undercharging

"When the warehouseman learns the necessity of knowing his overhead, he will get away from the danger of undercharging," the speaker declared, adding that his own overhead of 132 per cent was on productive labor during the first eight months of 1920; he thought the year 1921 would bring this figure down. He emphasized that the 132 per cent applied only to handling in and out of warehouse and the attendant expenses.

George S. Lovejoy, Boston, said these overheads in Massachusetts ranged from 86 to 252 per cent.

The Central members in pursuing their cost finding program probably will operate in groups in the larger cities where local associations exist.

The cost finding tables of results pre-

sented on pages 12 and 13 were presented first to the Minnesota association by Mr. Rhame, who compiled them from the weekly handling records turned in by the Minnesota members. The tables were then distributed at the convention here by Mr. Hamley, accompanied by a report based on a nearly identical report prepared by Mr. Rhame. Mr. Hamley's report reads:

"Attached hereto you will find a copy of the third monthly Cost Finding Report which has just been issued by the Minnesota Warehousemen's Association, and which represents the results of their Cost Finding Committee work during October, November and December.

### Withhold Criticism

"This report is made up from the weekly reports which are handed in every Wednesday by all of the members of the Minnesota Warehousemen's Association, and as the work is only just getting under way, you are asked to withhold any severe criticism until such time as the work finds its true balance. You will find some things in it which appear out of line to the casual observer, but this is not the fault of the system, but is brought about by the comparatively few reports from which the

figures are made up, in some cases.

"The findings listed in the accompanying report, which represents both Inbound and Outbound movements, are based on the actual touch labor consumed in the handling of the various commodities, at an average labor cost of 60 cents per hour, to which has been added an arbitrary charge of 100 per cent, to cover 'Overhead.' The total cost, set opposite each commodity, is based on four times the actual cost, which is to cover the opposite movement to the one listed, and an equivalent of the combined sum to take care of the 100 per cent Overhead. We have found by experience that the Outbound cost is less than the Inbound cost, so the ultimate goal at which we will eventually arrive when we are ready to issue another Handling Tariff, will be to add together the Inbound and Outbound costs of various commodities, and then add 100 per cent for Overhead.

### Co-Operation

"This report is presented to you through the courtesy of the Minnesota Warehousemen's Association, and we trust will be of assistance to our organization in facilitating the work within our own ranks."

## AMERICAN WAREHOUSEMEN'S ASSOCIATION COMMITTEES FOR 1921 ARE APPOINTED

MINNEAPOLIS, Jan. 8—W. W. Morse, president of the American Warehousemen's Association, has announced appointment of the following general committees for 1921:

Central Bureau—John Bekins, Omaha, chairman; George H. Stoddard, Boston; H. H. Chamberlain, Minneapolis; W. C. Bright, New York City; Roy C. Griswold, Chicago.

Banks and Warehouses—William E. Halm, New York City, chairman; Alton H. Greeley, Cleveland; W. Fred Richardson, Richmond, Va.; W. C. Bright, New York City; S. M. Haslett, Jr., San Francisco.

Insurance—O. C. Mackay, Boston, chairman; Newton R. Frost, St. Paul; Edward Wuichet, Dayton, Ohio; F. C. Hackett, Toledo; Walter C. Gilbert, New York City.

Laws and Legislation—Albert M. Read, Washington, D. C.; Frank A. Horne, New York City; L. L. Leonard, St. Louis; T. J. Moffett, Cleveland; Francis D. Godley, Philadelphia; Melvin Bekins, Omaha.

Railroads and Steamships (Division A; railroad terminal and pier storage)—George S. Lovejoy, Boston, chairman; J. R. Shoemaker, Elmira, N. Y.; A. C. Pouch, New York City; Richard Armstrong, Norfolk; Samuel G. Spear, Boston.

Railroads and Steamships (Division B; rates and regulations)—Roy C. Griswold, Chicago, chairman; J. H. Cornwall, Salt Lake City; W. J. Buchanan, Minneapolis; Robert L. Spencer, Pittsburgh; F. L. Bateman, Chicago.

Warehouse Construction and Labor Saving Devices—William T. Bostwick, Jersey City, chairman; Theodore F.

King, Chattanooga; C. C. Daniels, Kansas City; M. R. Mathews, Charleston, West Va.; L. C. Abbott, Fort Worth; J. E. Lee, Chicago.

A special committee on Revision of Warehouse Receipts comprises W. C. Bright, New York City, and Alton H. Greeley, Cleveland, representing the merchandise sub-division; O. C. Mackay, Boston, and Nimmo Old, Norfolk, representing the cold storage sub-division; and W. Lee Cotter, Mansfield, Ohio, and H. L. Halverson, Minneapolis, representing the household goods sub-division.

Albert M. Read, Washington, D. C., has been appointed A. W. A. delegate to the Chamber of Commerce, U. S. A.

As A. W. A. delegates to the American Association of Ice and Refrigeration Industries have been designated Frank A. Horne, New York City; Homer McDaniel, Cleveland; J. R. Shoemaker, Elmira, N. Y.; George R. Weaver, Chicago; Nimmo Old, Norfolk.

The following Central Bureau committees for the three sub-divisions have been designated:

Merchandise—Thomas E. Witters, Baltimore, chairman; John Bekins, Omaha, vice-chairman; A. W. Peterson, Chicago; W. I. Ford, Dallas; S. G. Spear, Boston; E. H. Maxwell, New York City; D. L. Tilly, New York City; W. N. Cox, Louisville; S. M. Woodson, Kansas City; J. P. Feuling, St. Paul.

Cold Storage—W. B. Mason, Providence, chairman; O. C. Mackay, Boston; George H. Stoddard, Boston; J. R. Shoemaker, Elmira; H. C. Lewis, New York City; Nimmo Old, Norfolk; A. V. Mason, Pittsburgh; George H. Kittredge, Columbus; R. H. Switzler, St. Louis.

Household Goods—W. Lee Cotter,

Mansfield, Ohio, chairman; S. C. Blackburn, Kansas City; C. J. Neal, Cleveland; William T. Bostwick, Jersey City; Newton Frost, St. Paul; W. R. Wood, New York City; D. V. Murdoch, Pittsburgh; M. H. Kennelly, Chicago; C. A. Aspinwall, Washington, D. C.; A. S. Blanchard, Rochester, N. Y.; Arthur W. Reebie, Chicago; John G. Neeser, New York City; Edward L. Wingate, Boston; Heber Page, Dallas; R. V. Weicker, Denver.

### Cold Spring Co. Incorporates

BUFFALO, N. Y., Jan. 21—The Cold Spring Storage Co., Inc., has been incorporated here with a capitalization of \$250,000. This is the new name of the old Cold Spring Storage Co., operated successfully for twenty-five years. The directors of the corporation are Joseph W. Powell, Joseph W. Powell, Jr., and Sarah E. Powell. The company recently constructed a strictly modern seven-story fireproof warehouse.

### Planters' Warehouse Burns

CROWLEY, LA., Jan. 13—The Planters' Warehouse, containing 25,000 bags of rice, was destroyed to-day by fire, loss amounting to about \$250,000. The structure was a corrugated steel building valued at \$25,000, and the rice in storage was valued at \$5 a bag.

### Municipal Warehouse Proposed

INDIANAPOLIS, Jan. 19—A bill which would give the city of Indianapolis authority to erect a municipal warehouse is being prepared for introduction at the present session of the Legislature.

## A. W. A. Committees Appointed

# To Revise Warehouse Receipts

*New Forms Will Be Submitted to American Bankers' Association for Approval*

**T**HE work of revising and expanding the forms of warehouse receipts in use between members of the American Warehousemen's Association and the American Bankers' Association is to be undertaken by the following committee appointed by Willard W. Morse, president of the storage men's organization:

Representing the merchandise sub-division: W. C. Bright, secretary, Independent Warehouses, Inc., New York City, and Alton H. Greeley, president, General Cartage & Storage Co., Cleveland.

Representing the household goods sub-division: W. Lee Cotter, general manager, Cotter Transfer & Storage Co., Mansfield, Ohio, and H. L. Halverson, secretary, Boyd Transfer & Storage Co., Minneapolis.

Representing the cold storage sub-division: O. C.

Mackay, manager, Boston Terminal Refrigerating Co., Boston, and Nimmo Old, manager, Anheuser-Busch, Inc., Norfolk, Va.

The selection of this committee is in accordance with the action of the American Warehousemen's Association at the White Sulphur Springs convention in approving a recommendation made by the committee on banks and warehouses, William E. Halm, president of the New York Dock Co., chairman, that the forms of receipts be revised. The plan as advanced at White Sulphur Springs is for the special committee to reword the two instruments, the negotiable and the non-negotiable, and submit its findings to the Halm committee, which then would take the revised receipts into conference with representatives of the American Bankers' Association.

**T**HE recommendation by the Halm committee was made at the convention after an analysis of replies received in response to questionnaires, these replies indicating absence of uniformity. To quote from the committee's report:

"It will be observed from the data shown that practices of warehousemen throughout the country are by no means uniform. . . . A study of these replies clearly indicates the need for a considerable change or rather an expansion in the forms of warehouse receipts which have been agreed upon between the American Warehousemen's Association and the American Bankers' Association. Your committee is of the opinion that new forms of receipts can be devised which will be acceptable to all members of the American Warehousemen's Association and which will, with but few modifications, apply equally for use in general merchandise, cold storage and household goods warehousing.

"In the preparation of these forms consideration should be given to the inclusion of such items as reference to standard rules and regulations, waivers of liability in certain cases, warranties as to condition, charges due monthly, etc. It is recommended that a special committee, composed of two from each sub-division, be ap-

pointed for this purpose and the final recommendations of the special committee be referred to the committee on banks and warehouses to obtain the approval of the American Bankers' Association.

"Your committee is of the opinion that considerable good to the warehouse industry of the country will result from continued close co-operation between warehousemen and bankers."

### Analysis of Replies

In reply to the questionnaires circulated by the Halm committee, 153 communications were received upon which the following analysis was based:

From 132 warehousemen, 144 negotiable warehouse receipt forms were received, divided as follows: used exclusively for general merchandise, 93; exclusively for household goods, 3; exclusively for cold storage, 35; jointly for general merchandise and cold storage, 7; jointly for merchandise and household goods, 6.

From 136 warehousemen, 180 non-negotiable warehouse receipt forms were received, divided as follows: used exclusively for general merchandise, 93; exclusively for household goods, 22; exclusively for cold storage, 38; jointly for general merchandise and cold storage, 7; jointly for

general merchandise and household goods, 20.

From forty-one warehousemen 45 forms of memorandum receipts were received, divided as follows: used exclusively for general merchandise, 22; exclusively for cold storage, 9; jointly for general merchandise and cold storage, 9; jointly for general merchandise and household goods, 5.

From forty-six warehousemen were received 46 forms of collateral notes used by warehousemen in connection with loans on goods stored.

From twelve warehousemen were received 13 forms of notes given by warehousemen to their banks in discounting the collateral notes of their customers.

Responses showed that 105 warehousemen anticipated no immediate change in their forms of receipts. On the other hand, thirty-three were either anticipating, or then making, changes in their forms.

That 111 warehousemen issue a receipt for each lot of goods stored and that thirty-two do not.

That 131 warehousemen issue non-negotiable receipts when no preference is expressed by the storer, while seven issue negotiable receipts under such circumstances.

Replies concerning the greater number of receipts issued as between negotiable and non-negotiable gave



the following information:

General merchandise: the greater number negotiable, sixteen warehousemen; the greater number non-negotiable, eighty-nine warehousemen.

Household goods: the greater number negotiable, one warehouseman, the greater number non-negotiable, forty-one warehousemen.

Cold storage: the greater number negotiable, six warehousemen; the greater number non-negotiable, forty warehousemen.

One hundred and five warehousemen stated that the bankers in their

localities preferred the negotiable form of receipt as collateral, while twenty-one stated that their local bankers preferred the non-negotiable.

Sixty-four warehousemen urged the use of non-negotiable receipts in the name of the banker for collateral purposes, while sixty-three made no such recommendation.

Eighty-one warehousemen expressed themselves in favor of making a charge for negotiable receipts; forty-two were not in favor.

Sixty-one warehousemen stated they were making a charge for the issuance of negotiable receipts; six-

ty-four were not making such a charge at the time of the inquiry.

It will be recalled that at the White Sulphur Springs convention the American Warehousemen's Association adopted the following:

"For collateral use the American Warehousemen's Association recommends the non-negotiable warehouse receipt in the name of the banker as compared with the negotiable form."

This recommendation is included in a document, "Warehouse Receipts as Collateral," which is being distributed among bankers, shippers and warehousemen.

### How "Warehouse Receipts for Collateral" Is Being Distributed to Financial America

IN Minnesota, Boston and the metropolitan district of New York this work of distribution is being put under way by the local warehousemen's associations, which by personal intercourse or written communication is calling bankers' attention to the document.

W. W. Morse, president of the Minnesota Warehousemen's Association, explained at the San Antonio convention of the Central Warehousemen's Club in January how distribution is proceeding in his district. The Minnesota association purchased 300 copies of "Warehouse Receipts as Collateral" from the American Warehousemen's Association. Mr. Morse appointed committees for Minneapolis and St. Paul, and members of the

committees call on the bankers and ask them how many copies each bank wants. On each document thus circulated has been printed a list of all members of the Minnesota association. The relationship between warehousemen and bankers is being strengthened by this method of personal contact.

George S. Lovejoy, Boston, explained that a plan nearly similar is being followed by the Massachusetts Storage Warehousemen's Association. In addition, Mr. Lovejoy is to appear at a meeting of the banker cashiers of Boston and explain the warehouse receipts situation and to answer questions. In his talk at San Antonio, Mr. Lovejoy declared bankers must be educated in

the fundamentals of law as applied to the use of warehouse receipts. The warehouseman, by letting the bankers know that he is living up to the law in every respect, Mr. Lovejoy said, gives warehousing a better standing with the banks. It was announced that any warehouseman could obtain copies of "Warehouse Receipts for Collateral" for disposal among bankers.

In New York, distribution is being carried on under the supervision of H. I. Jacobson, manager of the Port of New York Warehousemen's Bureau of Information. To every banker in the metropolitan district is being sent a copy of the document, accompanied by an explanatory letter from Mr. Jacobson.

### ILLINOIS WAREHOUSEMEN OPPOSE PLAN TO ABOLISH STATE PUBLIC UTILITIES COMMISSION

New Administration Would Eliminate Body Which Has Brought About Uniformity of Rates and Methods

CHICAGO, Jan. 11.—Politics and State policies are of concern to the warehousemen of Chicago and of Illinois generally. The new State administration was elected on a platform which promised the abolition of the Public Utilities Commission—and it is the Public Utilities Commission which supervises the warehouse industry in Illinois. Governor Small in his inaugural message reiterated the purpose of his administration to discontinue the commission as soon as the State Legislature can repeal the law under which the commission was created.

The situation was discussed to-night at the January meeting of the Illinois Association of Warehousemen, comprising merchandise storage executives. It was brought out as the consensus of opinion that the elimination of the Public Utilities Commission would be a blow to warehousing throughout the State; that such action would put warehousemen on the same competitive basis as before and would do away with the filing of tariffs.

The probability of municipal control of

the industry, in the event that the commission should no longer exist, was discussed. It developed that the members were unanimous in their preference for State regulation as against municipal supervision. Members expressed opinion that State control had brought about uniformity in rates and methods and that this had put warehousing business on a higher plane than ever before in this State.

The legislative committee was instructed to ascertain as far as possible the plans of the new State administration in respect to the Public Utilities Commission and to make a report at the meeting on Feb. 8, this report to include recommendations as to what action should be taken by the association.

At the time the Public Utilities Commission granted the recent increase in rates to merchandise warehousemen—averaging more than 19 per cent in handling and more than 23 per cent in storage tariffs—a complete new tariff was worked out by the association. This

document was discussed to-night and several revisions were suggested where inconsistencies in rates have been discovered.

#### Griswold & Walker Unit Opened

CHICAGO, Jan. 7.—Terminal Warehouse B, the second of the series of four merchandise storage structures being erected by Griswold & Walker, Inc., has been opened for business. Located at 1524-1534 South Peoria Street and 1523-1535 South Sangamon Street, this unit is served by five trunk railroads and one belt line road and has trackage for handling twenty-five carloads daily.

The \$3,000,000 chain of Griswold & Walker warehouses was described, with illustrations, in the November, 1920, issue of *Distribution & Warehousing*.

#### San Francisco's Higher Rates

SAN FRANCISCO, Jan. 25.—Effective to-day the warehousemen of the port of San Francisco are charging higher rates for storing and handling merchandise, including mineral waters, crockery, dry goods, fertilizer, cast iron pipe, syrups, furniture, refined sugar and toys. The new tariff, filed as Supplement No. 4 to Warehouse Tariff No. 5, is allowed by the State authorities.

# Warehouse Stocks Subject to State Foreign Corporation Laws

## When Maintained by Corporations Not Situated Within the State

THE following opinion by a leading Chicago attorney has been obtained and distributed among the members of the Shippers' Warehousing and Distributing Association by that organization's president, John Simon, manager, transfer department, Keystone Steel & Wire Co., Peoria, Ill.

"The maintenance of a stock of goods in a storage warehouse in a State foreign to that of the company's incorporation, and the filling of orders for goods se-

cured there from this stock, is doing business in that State."

Accordingly, it would be well for every distributor who keeps stocks of goods in public warehouses in various States, to acquaint themselves with the foreign corporation laws of those States, as the distributor is subject to compliance with those laws—and that compliance in many instances means the paying of State taxes.

THE purpose of Mr. Simon in circulating this information to shippers is to enable them to avoid the embarrassment and financial loss suffered by a large harvesting machine company. This company maintained stocks in a certain State but, not having familiarized itself with the foreign corporation laws of that State, failed to comply with those laws and, as Mr. Simon explained in a December bulletin to members of the shippers' body, "has been barred from doing business through warehouses" in that State.

Mr. Simon's December warning to the members in this connection elicited so much comment and speculation that he addressed the following letter of inquiry to a Chicago firm of attorneys:

### The Inquiry

"I am handling for this company warehouse stocks in various States and, not being able to put my hands on the decisions which determine what is inter-State and what is intra-State business, I should like to ask your legal department if it has at its disposal decisions of the Supreme Court of the United States which go directly to these questions.

"For instance—we have a stock of goods in a warehouse at Kansas City, Mo., and a traveling salesman having that territory disposes of a carload, or less than carload, lot, the order being approved either at the home office in Illinois or at the office of the warehouse, and the goods shipped from the warehouse within the State of Missouri, the goods being billed from the home office in Illinois.

"Is this an inter-State or intra-State transaction, and would the Illinois company be compelled to comply with the foreign corporation laws of Missouri requiring certain franchises to sue for the debt in the event of the purchaser refusing to pay, defending on the ground that the Illinois con-

cern had not complied with the Missouri law?"

In reply to the foregoing Mr. Simon received this reply in full:

"The maintenance of a stock of goods in a storage warehouse in a State foreign to that of the Company's incorporation, and the filling of orders for goods secured there from this stock, is doing business in that State.

"As an instance, take the case of *Cheney Bros. against the Commonwealth of Massachusetts*, 246 *United States Reports*, 147:

"There were five different cases involved, and these rules were laid down:

### Three Rulings

"(1) Keeping up a stock of repair parts at a place of business, and supplying and selling them, in part locally, to users of machines made by the corporation in another State and sold in inter-State business, is doing business in that State.

"(2) Repairing automobiles made in another State and disposed of in inter-State commerce, and selling second-hand automobiles taken in exchange for new ones, is inter-State commerce.

"(3) The maintaining of an office by a foreign corporation in the State but turning the orders over to a local corporation to be filled, is doing business in that State. On the other hand they held that where they maintained merely an office in the State from which they sent agents, at which places they kept merely samples which are not sold although they rent the office, is not doing business in the State.

### MR. SHIPPER:

ARE you aware that, if you maintain public warehouse stocks in a State other than the one where your company is situated, you may be subject to the foreign corporation laws of that State?

One company which did not know it—and which did not comply with those laws in a certain State—has been barred from maintaining warehouse stocks in that State.

This situation is being brought to your attention by John Simon, president of the Shippers' Warehousing and Distributing Association. Read, on this page, the legal opinion obtained by Mr. Simon from a Chicago firm of attorneys.

Mr. Shipper: join the Shippers' Warehousing and Distributing Association and enjoy the benefits of membership. Some of the country's leading national distributors are members. Dues, \$25, annually. For particulars, address John Simon, Manager, Transfer Department, Keystone Steel & Wire Co., Peoria, Ill.; or C. P. Thomson (chairman, membership committee), Traffic Manager, Furniture Manufacturers' Association, Grand Rapids, Mich.

"Now these questions arose under the franchise taxing laws of Massachusetts. The case cited above can be relied upon as the law governing in any State, on the proposition that the transaction of business in the manner here indicated is intra-State commerce as distinguished from inter-State commerce. This being so, any State where such business is trans-

acted has the power to require compliance with its foreign corporation laws.

#### "Doing Business"

"It is barely possible that some State might hold that this transaction of business was not 'doing business' in that State. However, I know of no case where it has been held by any

State Court that this law does not subject a corporation to the foreign corporation laws of that State."

Mr. Simon accompanied his later bulletin to each member with a sixty-page booklet entitled "What Constitutes Doing Business." Shippers interested in this important situation may obtain copies by applying to Mr. Simon.

## Central Western Warehousemen to Aid Shippers with Base Rate Cartage Table

**A**S a service to the manufacturer as well as a guide to warehousemen, a base rate cartage table is being worked out by the Central Warehousemen's Club, comprising public merchandise warehousemen in the Central West. This table, in three sections, will be made public soon and published in *Distribution & Warehousing*. Its twofold purpose may be described briefly as follows:

1. For the manufacturer: the warehouseman believes that the shipper has the right to know how much it is going to cost to deliver a commodity from factory to consumer. The distribution manager knows what the freight rate is from factory to warehouse. The warehouseman is already in a position to tell him what the storage charge is to be. The new

base rate cartage table will make it possible for the shipper to be told what will be the cost of delivering a commodity from warehouse to consumer; or, if the commodity is not to be warehoused but to be distributed direct, then what will be the cost of delivery from depot to consumer. Thus the manufacturer will find that the warehouseman is facilitating his estimating in placing a selling price on a commodity.

2. For the warehouseman: the base rate cartage table is a scientifically prepared document which will enable the storage executive, knowing the size and capacity of each truck, to apply a charge for moving a commodity in that particular truck. The table is designed to make certain that each commodity earns the proper amount of revenue.

SAN ANTONIO, TEX., Jan. 20.

**T**HE table itself has been completed and was presented here at the annual convention of the Central Association for consideration by the members. After discussion it was decided that the committee which prepared it—John Bekins, Omaha, chairman—should prepare a preface explaining in detail how the table operates. Preface and table will then be distributed. While in effect it will be part of the Central body's base rate storage guide which was published on May 1 last, it was decided to issue it in the form of a separate document, as a supplement to the storage guide, rather than to issue to the two documents under one cover.

As stated, the base rate storage guide is in three sections, computed on the following principles:

A. (1) 14 2/7 lbs. to balance with 1 cu. ft. or 1,728 cu. in.; or (2) 100 lbs. to balance with 7 cu. ft. or 12,096 cu. in.; or (3) 1 ton to balance with 140 cu. ft. or 241,920 cu. in.; 2 ton to balance with 280 cu. ft.; 3 1/2 ton to balance with 490 cu. ft.; 5 ton to balance with 700 cu. ft.

B. (1) 100 lbs. to balance with 6 1/2 cu. ft., or 11,232 cu. in.; (2) 2,000 lbs. to balance with 130 cu. ft. or 224,640

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#### MR. SHIPPER:

You know what the freight rate is on your commodity from factory to warehouse.

You are told by the warehouseman what the storage rate is.

But have you been told what the delivery rate is from warehouse to consumer or from depot to consumer?

Warehousemen in the Central West have worked out, scientifically, a table which will enable them to give you this delivery rate. It will be to your advantage to have this rate quoted to you, because it will facilitate your cost estimates on commodities.

Read this story telling why the Central Warehousemen's Club will issue a base rate cartage table.

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cu. in.; (3) 6,000 lbs. to balance with 390 cu. ft. or 673,920 cu. in.

C. (1) 16 2/3 lbs. to balance with 1 cu. ft.; (2) 100 lbs. to balance with 6 cu. ft.; (3) 1 ton to balance with 120 cu. ft.

Each of these tables is so arranged that the warehouseman operating

with it may select any base from four to fifteen cents inclusive. Of the three sections, an effort was made to have the convention adopt the first as the table to be recommended to warehousemen. However, it was brought out by W. I. Ford, Dallas, and others that warehousemen in some parts of the country could not operate under this first section but would prefer to select one of the others. For this reason it was decided to incorporate all three sections into the table to be distributed.

Mr. Ford explained that motor truck equipment varies widely in the different cities; he said Dallas men could not undertake to try to operate under the first section and arrive at the correct package rate. He urged that each warehouseman should exercise option, selecting the table which best fitted his local conditions.

It was emphasized by speakers that the table is in no sense a rate-making document but is merely a basis whereby the warehouseman can arrive at his own tariffs based on local conditions and his own business requirements.



# Central Warehousemen's Club and Its Possibilities

By L. T. CRUTCHER

THE possibility of such a subject is almost overwhelming. Through the courtesy of W. L. Hinds I have secured the original minutes of the Central Warehousemen's Club and also some of the letters that passed back and forth during the organizing of this association. I find the first minutes of the first meeting show a date of Oct. 29, 1907. I also find the minutes of the preliminary meeting as of June 18, 1907. I think these minutes should be preserved and carefully treasured by our secretary, for when you consider that we are only fourteen years

old you will agree with me that our growth has been remarkable.

Since our organization was started a great many changes have taken place in the warehouse industry. Even in the past five years we have gone forward by leaps and bounds and to-day we are in the position of the boy who has outgrown his boy's clothes and is ready to step into the clothes of a young man, and it is fitting that we pause in the midst of a discussion of base rate tables and such matters and discuss the possibilities and the chance of our future growth.

IT is truly remarkable that during the past year we have added to our roster the names of over twenty warehouse companies and I dare say that a very small percentage of these names were secured by the solicitation of the members of our club. The others "hit the sawdust trail" of their own free will, influenced by the reputation that our club has attained in the Middle West.

## Field for Missionary Work

What could be done in the way of increasing our membership, if a real membership drive were put on? Every member of the club should constitute himself a walking delegate and booster and talk membership in the C. W. C. on every occasion. An increased membership is absolutely essential for the future growth of our club and there are still so many warehousemen wandering in the wilderness or are conducting their business with a "dam'd-if-I-care-what-you-do" attitude that the field for missionary work is a broad one, and the surface has only been scratched. There are no less than 100 names of warehouse companies in the Central Western part of the country who are eligible to this association and we want our membership and our roster next year to show 250 members instead of 150.

I do not believe that I am violating any confidence when I intimate to you that we are going to take a big step forward at this meeting and elect as secretary of our club a man who is to devote his time officially to

## THE CENTRAL AND THE FUTURE

L. T. Crutcher, Kansas City, a director of the American Warehousemen's Association and of the Central Warehousemen's Club, has peeped into the future, and in this paper read at the San Antonio convention of the Central he tells what the future should hold forth as he sees it:

1—Co-ordination of the activities of the American and the Central through the instrumentality of one large national organization, with the Central retaining its identity as a sectional body, and with other regional associations to handle solely regional problems.

2—Selection of a salaried publicity man who would conduct propaganda work among shippers and other interests on behalf of warehousing.

3—Distribution, among manufacturers and to newspapers, of articles which have appeared in the warehouse industry's business paper, with a view to attracting new business.

4—Membership in the National Chamber of Commerce and the National Industrial Traffic League.

5—Representation at national conferences where subjects of big business are discussed.

6—Incorporation, into local Chambers of Commerce pamphlets, of publicity texts describing warehousing facilities, for the benefit of shippers who may desire to distribute through those cities.

the affairs of this association and this is going to cost money. But the real value of his services can never be counted in dollars or cents. In the past we have called upon men to shoulder the responsibilities of this association and work their heads off for us and then even forgot to thank them at the termination of their office. The possibilities for good constructive work under this new arrangement are wonderful.

Another big step and a possibility should be the engaging of a publicity man. All of the members who have taken a live and active interest in the affairs of the club are so sold to this club that, when we begin to talk of its possibilities and advantages, it is difficult to show modesty, for we all know what we have gotten out of it in dollars and cents and what the friendships have meant to us, and many of us know the good things always in store for us at each meeting or town we go into.

## Developing New Business

Sidney Smith told you yesterday of the success he had of convincing a customer in Chicago to give up the use of high-priced space and use his warehouse. I know very well that Mr. Smith could elaborate greatly on this incident and give us an article that could be given broad publicity among certain business interests and of possible users of warehouse space. Why should not this club lay aside a small sum for the spreading of such propaganda? Why should we not seek out such incidents? And,

regardless of the little benefit that would naturally accrue to the originators of such articles in an advertising way, think of the good it would do the warehouse industry.

It is hardly possible for the secretary to give his time to such matters and a man could be secured who has a natural ability to handle such propaganda and place it to advantage.

### Publicity

Why should not the annual meeting be given proper recognition by the local newspapers? Why should such a report be given out as to the San Antonio papers, that appeared in yesterday's edition? Everyone knows how inaccurate this report was. When we elect this afternoon our new set of officers why should not the information be given to the San Antonio press and the news in turn sent to the local papers and publicity be given to the honor conferred upon the local man? Newspapers want this stuff and it all helps the warehouse industry. This is the work of the publicity man.

Why should not articles that are pertinent and up to the minute, that appear in our own *Distribution & Warehousing* be picked out and spread broadcast to possible customers in this club? The possibility of good is enormous and the reaction in our favor would astonish everyone. Why should not the members of this Club or the Club itself use to the fullest extent the pages of *Distribution & Warehousing* for the furthering of their own interests and the interests of this Club?

### National Conference

Why should not the C. W. C. become a member of the National Chamber of Commerce? Why should we not become a member of the National Industrial Traffic League? Why should not our association be represented at all national conferences touching subjects of big business? We cannot afford to hang back and put ourselves in a position where our Club will not be recognized.

I only hope that Mr. Morse of Minneapolis can be prevailed upon to elaborate on the little talk he made yesterday on the honorable relationship that exists between the warehousemen of Minnesota and the railroads of that State, and should exist everywhere else. If we could get him to give us such an article and then spread it broadcast and give it real publicity, think of the good that would result and the possibility of a reaction in our favor, no matter where we might be located. No

doubt you men find, many a time in the course of a year, concerns who do not yet know the use a warehouse can be put to. And you also have from time to time come upon a certain feeling that exists between the railroads in certain sections and the warehouse business in certain sections, and it is not always in our favor. The sentiments Mr. Morse expressed yesterday should be preserved; it is what we call the slang of the day "live stuff." And I hope will not become buried and forgotten in the minutes of this meeting.

### Civic Propaganda

Just think of the possibility this Club can work out for the good of the industry by the spreading of propaganda among the Chambers of Commerce among the various cities of its members. Each local Chamber of Commerce has in its files a mass of statistics and each one can tell you of how wonderful a place such-and-such a city is, but is there ever anything put out by the local Chambers of Commerce that covers the warehouse industry? Why should not this Club then get this publicity man behind such a movement and bring it to the attention of the local Chamber; to get into these pamphlets mention of the warehouse business and its advantages. In my opinion in all such matters it is the business of associations to take the lead and endeavor in every way possible to build up local associations and show the way to these local associations to get and keep business.

I might inject at this point a little story of how the Kansas City Warehousemen's Association works in close harmony with the Chamber of Commerce. We found in Kansas City just the conditions mentioned by me in our local Chamber and that is, no mention or reference at all to the warehouse industry in Kansas City and we set about to correct this oversight. We called before us at a dinner the President and Secretary of our Chamber and gave them a very good insight into what the warehouse business meant to Kansas City and supplied them with a great deal of information that they had never thought of and in fact had never been brought to their attention before. They readily grasped the significance of the work we were doing and pledged immediate co-operation. Since that date the Chamber has done all of us a great deal of good and we in turn have aided the Chamber in many ways. A suggestion came out of this meeting that has since proven to be a very happy thought. It was brought to the attention of the Secretary that the household goods ware-

housemen in Kansas City usually got advance information of the arrival of all new residents in Kansas City by the fact that they received their furniture or aided in placing them in their dwellings. The Secretary requested that the household goods men advise him, on a form that he later furnished, of the names and addresses of all new arrivals in Kansas City. He in turn extends to these new arrivals a very nice letter of welcome and extends the courtesies of the Chamber of Commerce, incidentally urging that the new resident become a member of the Chamber. You can easily see the impression this creates in the minds of the new arrivals and also how it reacts to the benefit of the household goods warehousemen.

### Step Lively

I feel that this association has reached the point now where we must step along in a lively pace if we are going to keep up with the procession, for we are entering now a period when it is going to be a question of the survival of the fittest and the utmost co-operation and close relationship of the members of this association are going to count for everything, and in order to gain our ends it is going to be necessary to spend a lot of money in educational work.

In other words, we should be seeking broad fields of activities. And the thought has been in the back of my head for some time and I hold it out to you as a possibility in the future—we have ceased to be a kid in the sense of tender years; our influence is being felt all through the Central West, and has even extended to the Atlantic Coast as well as the Pacific. You should be interested and know we have just received an application for membership from George S. Lovejoy's firm of Boston; now, who will deny the extent of our reputation and influence?

### Co-ordination with A. W. A.

But back to the thought—suppose some day it were possible to readjust the constitution and by-laws of the American Warehousemen's Association along the lines of the American Bankers' Association so that, in fact as well as name, the A. W. A. should become a real national association, which would permit and in turn recognize the various groups throughout the country with a membership of four or five hundred.

The organization of the American Bankers' Association is truly a wonder and the way they have intensely cultivated each section of the coun-

(Concluded on page 23)

# KEEPING TAB ON THE ESTIMATOR'S WORK

## How the Twentieth Century Storage Warehouse Co. Does It

By K. H. LANSING

**A**N improved report for the warehouseman's estimator is being used by the Twentieth Century Storage Warehouse Co., Philadelphia. By means of this document close tab is kept on all desirable information relative to moving, packing and storing both leading up to and following the estimator's call.

The form is a single sheet which, when folded, is nine inches long by four and one-eighth inches wide—the size of a standard legal document.

Part of the form is filled in on information obtained from the prospect, or customer, on the latter's call in person, or by telephone, to guide the estimator when sent from the office on his call; the other spaces are filled in from information obtained by the estimator when he makes his call.

### Initial Entries

Entries which are filled in before the estimator leaves the office are as follows:

*Date in inquiry.* Giving day of the week, of the month, of the year.

*Source of inquiry.* In order to keep track of the effectiveness of the various advertising mediums used, a representative of the company interrogates the customer: first, as to the origin of the prospect's coming; second, as to the customer's final reason for applying for an estimate. For example: the suggestion to request an estimate may have come originally through telephone solicitation from a list of prospective movings about which information has been received by the company. The final cause of the prospect's applying to the company for an estimate may have come through seeing one of the street car advertisements placed on contract by the company in fifteen trolley lines, the advertisement acting as a timely reminder.

*Name, address and telephone number, business, residence, or both, of prospect.* It is well to take the business address, for instance, even

though the job of moving be one of household goods only, for the reason that some question may arise necessitating communication with the head of the house at his office, when nobody is in the residence.

*Send estimator (giving day and hour).* Stating the hour for the call often will obviate irritating delay; when a household is about to move there are certain hours when possibly no one is at home. For an estimator to call and not be able to see anyone is aggravating to him, to his employers and to the prospect.

### YOUR ESTIMATOR

How do you record each job he handles?

This article by Mr. Lansing explains in detail the estimator report system used by the Twentieth Century Storage Warehouse Co. of Philadelphia.

*Remarks.* This heading may cover a multitude of uses, from specific reference to some peculiarity of the place or customer, to such a brief, but useful entry, for instance, as: "If not in, ask janitor for key."

The foregoing entries are part of those appearing upon the face, or front, of the form. Now, switching to the reverse, the following entries are made, also prior to the estimator's call on the customer:

*From.* The point of moving the customer's goods—street, number, section or sub-division and city.

*To.* Destination, giving street, number section or sub-division and city.

*Quantity.* This refers to the quantity of stuff, in a mere outline, that is to be moved. If, for instance, the job is one of moving household goods only, the entry here might be "Nine rooms," indicating briefly about how much would have to be transported.

*Floors.* This relates to what points in the place the goods are to be removed and what points they are to be placed at destination. Such an entry for a moving job of household articles might be: "From cellar, first, second and third floors, to cellar, first and second floors."

*Piano.* This entry indicates what the storage house may prepare for in this regard. Such an entry might well be: "Upright style; from first floor to second." This, of course, would mean that an upright piano must be moved from the first floor of the customer's present house, or apartment, to the second floor of destination. The value of such information in advance is obvious.

### Importance of "Only"

*Vans.* This important entry serves to show the number of vans, and their size, which the customer thinks necessary for the moving job. This can easily be revised should the estimator judge otherwise. An entry under this heading might be: "One five-ton and one two-ton." And now comes a most necessary addition to this entry. If it is decided that, for instance, the five and two-ton trucks will be all the vehicles needed for the job, the word "ONLY" is entered in the space after the size of the trucks. This word "ONLY," or its absence, is always looked for by the estimator, for a moving job estimated with the understanding that two trucks of a certain size will be all that is needed is decidedly different from one where it is necessary to use another truck or two as an afterthought.

The foregoing are all the entries made prior to sending out the estimator.

When the estimator has called and looked over the place and the articles to be moved, checking up the advance information he has received with what his eyes and judgment tell him, he opens his report and on the left-hand inside page of his folded report





ing. The entry shows the number and size of vehicles on this job, with the word "ONLY" appearing thereafter.

Under "Storage," with "plus war tax" written in, are the following printed entries, with columns for charges opposite: Private Room; Open; Piano; Vault; Rug; Picture; Trunk. The heading is checked if storage is included in the job.

Under "Packing" are the following printed entries, with charge amounts opposite: Shipment; Storage and Moving. Where a charge hereunder is made for labor, it is indicated "per hour."

Under "Special" are entered special instructions or information for the benefit of the men on the van. Such an entry might well be: "Third house on right on leaving Montgomery Avenue. White stone house."

Turning again to the face of the report, the estimator fills in his summary of two columns, divided into five spaces each, headed as follows, reading across:

Approximate Date of Work; Exact Date for Work; Accepted; Rejected, or Cancelled; Packing; Order Numbers; Room Reservation; Estimate—

Mailed; Estimate by; Application—Storage.

Manner of making the entries is as follows:

Should the customer be able to give only an approximate date for the work, the estimator fills in the space, for instance, with an entry like: "About middle of Oct."

Should the customer know the exact date he wants the job done, he will tell the estimator, who then makes an entry such as: "Oct. 15, A. M."

Should the estimate be accepted, that date will be entered in the proper space therefor, with, perhaps, some such notation as "Phone to G. H. B.," the initials of George H. Borst, president of the Twentieth Century Storage Warehouse Co.

If the estimate is rejected, or cancelled, eventually the date of rejection or cancellation is entered in the space assigned thereto.

If the job includes packing, under the heading in that space will appear the word "Yes," written in by the estimator. If it does not, he writes in the word "No."

Order numbers are merely entered in the proper space.

Under the heading "Room Reserva-

tion" is written in the date from which the company is able to make the reservation. This may or may not correspond with the date for the work.

Sometimes the customer, if he finds a reservation cannot be made from the day he would like to make it, is willing to pay for holding the room from an earlier date.

Date of mailing the estimate is entered in the proper space.

Under the heading "Estimate by" are entered the initials of the estimator on this particular job.

If there is no application for storage, as in a straight moving job, a cross is placed in the space. If application is made, it is so indicated.

The estimator enters the date of his making this estimate at the top of the report, at the right, in the space assigned.

The company prefers this concise yet full form to any other method of estimator's report used or noted. It contains all the required information in the most accessible and handy form in the company's estimation and constitutes a complete record of the estimator's duties and how each job is to be handled.

## The Central Warehousemen's Club and Its Possibilities

By L. T. Crutcher

(Concluded from page 20)

try is marvelous in this way—it has given them a vast revenue and they have done worlds of good for its members.

If such a thing could be worked out in our industry, think what it would mean to us in the Middle West to co-ordinate with the A. W. A. as a Central group and yet retain all our

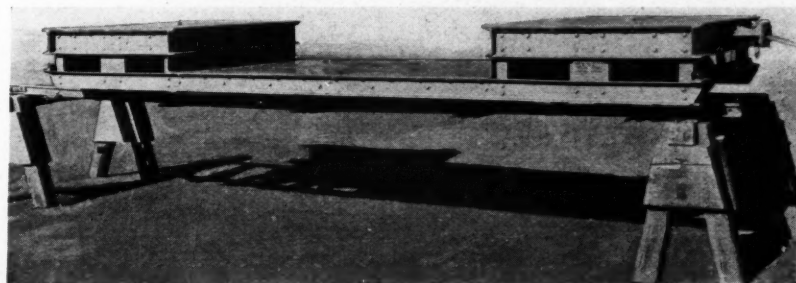
intensive work and close relationship that we have built up here, and then get the full benefits as members of a great big national Association.

The possibilities of such a plan are worth thinking of, and I hope this thought that I have dropped will be turned over within your minds in this coming year in an effort to work out some such plan. I admit the sug-

gestions sound a bit revolutionary, but the good that would result from such a move, in my opinion, would be enormous, and I hope some day it will come to pass. Duplicate work now is being done because of the different ways in which business is conducted in various parts of the country and yet the fundamental principle is the same.

## INDUSTRIAL RAILWAY CAR FOR WAREHOUSE USE

**A**N industrial railway car designed to carry bales of hemp from the dock into the warehouse has been placed on the market by the Easton Car & Construction Co., New York City. The track is laid on horses and the car has an underslung or sub-platform. The car shown in the photograph is 24-inch gauge with 8-inch roller-in-the-hub wheels, and is about 14 feet long by 4 feet wide, with a height to top of sub-platform of 53-16 inches above the rail. These cars are drawn by a gasoline locomotive, in trains of about four, the installation making an



efficient transportation system. The car weighs 2000 pounds and has a capacity

of four tons. With its load, it requires a drawbar pull of only fifty pounds.

## Winning New Accounts Through

# Knowledge of Freight Rates

**Ewert & Richter, Davenport, Ia., Profitably Made the Warehouse "The Hub of a Tariff Wheel"**

**B**UILDING new business on tariff knowledge is an achievement of the Ewert & Richter Express & Storage Co., a merchandise warehouse firm of Davenport, Iowa. Herman Ewert, president, and William Richter, secretary and treasurer, are out of sympathy with the assertion advanced by some men in their industry that the work of compiling freight rates doesn't pay for itself. For Ewert & Richter it has paid for itself many times over. Tariff knowledge by this company has been made a profit-earning service sold to the type of shipper who appreciates co-operation, by the warehouseman, in furnishing freight statistics.

The illustration on page 25 shows with what minute detail Ewert & Richter have worked out a table which

graphically places Davenport on the nation's traffic map. Having prepared these statistics, Ewert & Richter did not wait for the traffic manager to come to Davenport to size up that city as a distribution point. Instead, the company took the initiative. *It went to the traffic manager in advance and by salesmanship based on tariff knowledge it sold the shipper's representative. This service founded on rate data won many accounts which otherwise would not have been obtained. These new accounts have built new business. New business, rightly handled, means profits.*

Summarized: tariff knowledge equals profits. Q. E. D.

Let Mr. Richter tell the story:

"**W**E have been asked by the Editor of *Distribution & Warehousing* about our tariff sheet 'Davenport, Iowa, is the Ideal Distributing Point.' Davenport is the ideal distributing point because of lower freight rates brought about by the Mississippi River tariffs and also because by being very favorably located geographically in the richest territory of the United States, reaching twenty-five million people within a radius of five hundred miles.

### Aiding Mr. Traffic Manager

"We wish to say that our little pamphlet is eagerly accepted by traffic managers, who really appreciate this information direct from the warehouseman. While he could get this data, it requires much trouble on his part, and he does not go to this expense and work unless actually interested in probably opening a distribution point at some particular location.

"By preparing such a tariff for Davenport and mailing it to the traffic managers of industries, we have shown them our advantages and possibilities for their interests, coupled with our efficient service. Although in many instances these industries have not had Davenport in mind as a distributing point, our tariff sheet has brought us many valuable accounts and we have traced back other accounts which have come in many months after solicitation or inquiry.

### TARIFF KNOWLEDGE

**A**RE you skeptical as to its value? There are many warehousemen who are. They have stated so frankly in letters received by DISTRIBUTION & WAREHOUSING. There are others who are not—and are earning new profits by compiling freight rates for the information and guidance of distribution managers.

Distribution managers find this service helpful. That being true, it will repay the warehouseman to be in a position to sell this service. Previous articles in DISTRIBUTION & WAREHOUSING have told how some warehouse companies through knowledge and salesmanship of rail tariffs have benefited by winning new accounts. This article is another of this series—William Richter, of Ewert & Richter of Davenport, Iowa, explaining how such knowledge attracted business—and profits.

"Make your warehouse the hub of a tariff wheel!"

"It may be of interest to warehousemen to read our story of why and how we conceived and then worked out our tariff pamphlet.

"About four years ago a gentleman called, stating that his company intended opening a distribution point in Iowa and that it was his mission to have a suitable warehousing firm

which rendered good service and which was favorably located both geographically and where freight rates were favorable, as his company paid all shipments and so on. This man said he had another city in Iowa in mind that on the map appeared to be more central but that he was passing through Davenport and that from other large firms he had learned of our (as he put it) excellent service.

### Wanted: Cold Figures

"We were greatly interested. We started at once to tell him of all the advantages of Davenport as a distributing point in general and of our warehouse services in particular—of our up-to-the-minute fireproof warehouse on trackage, of our clerical work and prompt reports, and especially of the saving of freight rates on carloads to Davenport. We pointed out the reason for this last—the great Mississippi River as the pendulum that regulates these rates.

"Now Mr. Blank was an experienced, kindly business man, a little past middle age. When we had related all our good news, in a thoughtful way Mr. Blank said:

"I am inclined to believe all you say but I cannot go back home and face the board of directors and tell them that Davenport is my decision simply because Mr. Richter says this and that. No, I must show cold figures, facts—hearsay does not go with



## Davenport, Iowa is the Ideal Distributing Point

Below are real facts and figures that quickly show the surprising saving in freight which as yet is not universally known.

We also have a trade center comprising Davenport, and Bettendorf, Iowa; Rock Island, Moline, East Moline, Milan, Silvis and Watertown, Ill.; also Rock Island Government Arsenal on Government Island, all practically one unit with Davenport the distributing center reaching out in all directions to 20,000,000 people. The Mississippi river is the great medium that regulates freight rates.



Car Loads 3rd Class from points Grouped where rate applies to Davenport and rate applies to Des Moines.

	TO DAVENPORT IOWA	RATES TO DES MOINES IOWA		GROUPE A		GROUPE B		GROUPE C		GROUPE D		GROUPE E		GROUPE F	
				RATE FROM DAVENPORT	RATE FROM DES MOINES SAVES YOU	RATE FROM DAVENPORT	RATE FROM DES MOINES SAVES YOU	RATE FROM DAVENPORT	RATE FROM DES MOINES SAVES YOU	RATE FROM DAVENPORT	RATE FROM DES MOINES SAVES YOU	RATE FROM DAVENPORT	RATE FROM DES MOINES SAVES YOU	RATE FROM DAVENPORT	RATE FROM DES MOINES SAVES YOU
BOSTON, MASS.	<b>A</b>	<b>88. 110.5</b> SAVE 22.5	West Liberty, Ia.	17.5	23.5	17.5	23.5	17.5	23.5	17.5	23.5	17.5	23.5	17.5	23.5
NEW YORK, N. Y.			Iowa City, Ia.	17.5	22.5	17.5	22.5	17.5	22.5	17.5	22.5	17.5	22.5	17.5	22.5
PROVIDENCE, R.I.			Kellogg, Ia.	23.5	17.5	23.5	17.5	23.5	17.5	23.5	17.5	23.5	17.5	23.5	17.5
NEW HAVEN, CONN.			Muscatine, Ia.	17.5	25.5	17.5	25.5	17.5	25.5	17.5	25.5	17.5	25.5	17.5	25.5
BRIDGEPORT, CONN.			Columbia Jet., Ia.	17.5	23.5	17.5	23.5	17.5	23.5	17.5	23.5	17.5	23.5	17.5	23.5
SPRINGFIELD, MASS.			Washington, Ia.	17.5	22.5	17.5	22.5	17.5	22.5	17.5	22.5	17.5	22.5	17.5	22.5
WORCESTER, MASS.			Oskaloosa, Ia.	22.5	19.5	22.5	19.5	22.5	19.5	22.5	19.5	22.5	19.5	22.5	19.5
HARTFORD, CONN.			Ottumwa, Ia.	19.5	27.5	19.5	27.5	19.5	27.5	19.5	27.5	19.5	27.5	19.5	27.5
LOWELL, MASS.			Burlington, Ia.	18.5	24.5	18.5	24.5	18.5	24.5	18.5	24.5	18.5	24.5	18.5	24.5
NEWARK, N.J.			Belleplaine, Ia.	26.5	21.5	26.5	21.5	26.5	21.5	26.5	21.5	26.5	21.5	26.5	21.5
BROOKLYN, N.Y.	<b>B</b>	<b>73. 95.5</b> SAVE 22.5	Marshalltown, Ia.	29.5	17.5	29.5	17.5	29.5	17.5	29.5	17.5	29.5	17.5	29.5	17.5
JERSEY CITY, N.J.			Boone, Ia.	32.5	17.5	32.5	17.5	32.5	17.5	32.5	17.5	32.5	17.5	32.5	17.5
TRENTON, N.J.			Carroll, Ia.	36.5	21.5	36.5	21.5	36.5	21.5	36.5	21.5	36.5	21.5	36.5	21.5
ALBANY, N.Y.			Waterloo, Ia.	22.5	21.5	22.5	21.5	22.5	21.5	22.5	21.5	22.5	21.5	22.5	21.5
TROY, N.Y.			Mason City, Ia.	30.5	22.5	30.5	22.5	30.5	22.5	30.5	22.5	30.5	22.5	30.5	22.5
SCENECTADY, N.Y.			Estherville, Ia.	36.5	28.5	36.5	28.5	36.5	28.5	36.5	28.5	36.5	28.5	36.5	28.5
PHILADELPHIA, PA.			Sioux Falls, S.D.	49.5	44.5	49.5	44.5	49.5	44.5	49.5	44.5	49.5	44.5	49.5	44.5
BUFTALO, N.Y.			Fort Dodge, Ia.	39.5	19.5	39.5	19.5	39.5	19.5	39.5	19.5	39.5	19.5	39.5	19.5
PITTSBURG, PA.			Dubuque, Ia.	19.5	29.5	19.5	29.5	19.5	29.5	19.5	29.5	19.5	29.5	19.5	29.5
DETROIT, MICH.			Sioux City, Ia.	42.5	28.5	42.5	28.5	42.5	28.5	42.5	28.5	42.5	28.5	42.5	28.5
GRAND RAPIDS, MICH.	<b>C</b>	<b>86. 108.5</b> SAVE 22.5													
AMSTERDAM, N.Y.															
SCENECTADY, N.Y.															
PHILADELPHIA, PA.															
BUFTALO, N.Y.															
PITTSBURG, PA.															
DETROIT, MICH.															
GRAND RAPIDS, MICH.															
AMSTERDAM, N.Y.															
SCENECTADY, N.Y.															
PHILADELPHIA, PA.	<b>D</b>	<b>65. 87.5</b> SAVE 22.5													
BUFTALO, N.Y.															
PITTSBURG, PA.															
DETROIT, MICH.															
GRAND RAPIDS, MICH.															
AMSTERDAM, N.Y.															
SCENECTADY, N.Y.															
PHILADELPHIA, PA.															
BUFTALO, N.Y.															
PITTSBURG, PA.															
DETROIT, MICH.	<b>E</b>	<b>53. 75.5</b> SAVE 22.5													
GRAND RAPIDS, MICH.															
AMSTERDAM, N.Y.															
SCENECTADY, N.Y.															
PHILADELPHIA, PA.															
BUFTALO, N.Y.															
PITTSBURG, PA.															
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GRAND RAPIDS, MICH.															
AMSTERDAM, N.Y.															
SCENECTADY, N.Y.	<b>F</b>	<b>55. 77.5</b> SAVE 22.5													
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GRAND RAPIDS, MICH.															

Efficient, economical distribution is as important today as modern factory and selling methods. We help you "Deliver the Goods" at less expense and assuming you will adopt the advantage shown above (as many of the largest Manufacturers and Importers have already done) we are prepared to handle any volume of business in an "entirely satisfactory to you" manner, either as your branch house, your distributing agent, or we will take care of, in every detail including ample and fire-proof storage (with trackage) all of your business in the heart of the Great Mississippi Valley.

Your business respectfully solicited,

Ewert & Richter Express & Storage Co.,  
Davenport, Iowa

*Of traffic managers, William Richter says: "Our interests and theirs are mutual." Such is the idea behind the above freight rate table. By distributing this pamphlet among shippers, Ewert & Richter, a warehouse company of Davenport, Ia., is building better business and winning new profits.*

a large corporation, nor do friendship and good looks. I must have figures on rates—a drawing or map—to show the territory reached, and any other data which you may wish to give me."

"Then it was that we realized the great advantage and need of a tariff to back up any statements. He suggested that we get some figures. We called on the rate clerks and obtained carload tariffs to Davenport and to the city of .....; and also the less than carload rates on all shipments from Davenport to the city of ..... The result was that we found that the carload saving—deducting the less carload to cities in all directions, including Sioux City, Iowa, and Omaha, Neb., on the Missouri River, and cities adjacent to the company's first choice—ran from thirty-four and a half cents to three cents per hundred weight net.

### Winning the Account

"Needless to say, this true and accurate data, coupled with our reputation for service, won for us this favorable account.

"I might state in this connection that during these four years we have had to revise our storage and handling charges and, in each instance, the shippers have granted them without question or remark.

### TRAFFIC EFFICIENCY

**WILLIAM J. BUCHANAN**, manager of the Minneapolis Terminal Warehouse Co., is a supporter of the contention that an efficient traffic department is an essential part of an up-to-date warehouse organization. The storage executive's many duties "require an intimate knowledge of tariffs and local conditions affecting transportation," in the opinion of Mr. Buchanan.

Are you interested in how the Minneapolis Terminal Warehouse Co. utilizes rate knowledge in obtaining new accounts?

The story will appear in a coming issue of *Distribution & Warehousing*.

"Through this experience we have come to know the great value and advantage of having a tariff of freight rates to cover all the original manufacturing cities. We issued our pamphlet showing groups. We found thirteen cities all taking the same carload rates and these we placed in group A. Four other cities taking an identical rate we placed in group B.

So as to cover the situation fully we arranged six groups, A. to F., showing rates and giving, first, actual saving on cars, and then showing local rates to the most important cities in many directions. On the appended table, each column of figures under the heading 'Davenport Saves You' is printed in red, as is each 'Save 22.5' shown in the section where the cities are grouped.

### Advance Salesmanship

"To-day we have our tariff pamphlet. We revise this whenever it is necessary. We are anxious to get copies into the hands of traffic managers and we enclose in each letter a copy which, while it may not bring results immediately, may open the way for future business or hasten to bring us an account when the question of a desirable distributing point is discussed at the office of a traffic manager.

"Our efforts surely reflect to our credit in the eyes of distribution managers as showing that our interest and theirs are mutual, that we are so demonstrating, and that they may feel free to ask us for further information.

"We do not look upon this as an expense or trouble on our part in giving a helping hand. Our slogan is: 'He Profits Most Who Serves Best.'"

# EDITOR'S PAGE

## Publicity

THE possibilities for dissemination of constructive publicity on behalf of the warehouse industry are tremendous. Such publicity, properly prepared and rightly placed, would be a forward step in attaining one of the ideals in the minds of leading storage executives—elevation of warehousing to the high plane which has been reached by the banking industry in the public mind of America.

A comprehensive view of what these possibilities are was presented at the San Antonio convention of the Central Warehousemen's Club by L. T. Crutcher, president of the Kansas City Warehousemen's Association and a director of the Central and of the American Warehousemen's Association. Mr. Crutcher has looked into the future of warehousing, and every man in the industry should read and study his talk, which is printed on pages 19 and 20.

What Mr. Crutcher says about the good which could be done for warehousing through co-operation with local Chambers of Commerce is based upon a deplorable situation to-day. When *Distribution & Warehousing* set about its work of preparing material for its 1921 Warehouse Directory which was published as part of the December issue, Chambers of Commerce throughout the United States were asked to send forward their local lists of warehouses. With these lists came copies of the printed publicity documents which the Chambers prepare as boosters of their respective cities. Railroad and harbor facilities, manufacturing interests, streets, churches, playgrounds, schools, public buildings—these were described glow-

ingly in the texts. But, except in one or two scattered instances, not a word about warehousing!

When it is considered that these publicity documents go in great numbers to shippers throughout the country, it is obvious that here is an opportunity which warehousemen have overlooked. Every Chamber of Commerce folder should have in its text a survey, if only a brief one, of the warehousing facilities which its particular community has to offer. This is information which is of value to manufacturers which may distribute through that community. Excellent warehouse service builds trade, and one wonders why the Chambers themselves have neglected incorporating descriptions of facilities in which out-of-town shippers are certain to be interested. Perhaps local warehousemen are in part to blame.

Co-operation, on behalf of warehousing, with Chambers of Commerce is but one of many important services which could be performed by such a publicity man as Mr. Crutcher has in mind. The day is coming—in some cities it is here—when business will be slack in merchandise warehousing, as compared with the past few years. This means that new ways of getting new business must be developed. Here the publicity man could operate to advantage. In the March issue of *Distribution & Warehousing*, Sidney Smith, of Chicago, president of the Central Warehousemen's Club, will tell the industry how he convinced a manufacturer that it was more economical to store in the public warehouse rather than through leasing space in a private building. Mr. Smith proved his point with cold figures. It is possible for many articles of this kind to be prepared, and circulation of such texts among

shippers who do not now utilize warehouses would do a wonderful amount of business-building for the industry. The right kind of a publicity man for the C. W. C. or the A. W. A. would do that building.

The value of the right kind of publicity among business interests with which warehousemen have dealings is illustrated by the work being done now by members of the American Warehousemen's Association in calling to the attention of bankers the document "Warehouse Receipts for Collateral." The local storagemen's organizations in Minnesota, Massachusetts and New York are distributing this pamphlet to bankers in the Twin Cities, Boston and the New York metropolitan district. If the Central or the American had a publicity bureau, documents on relations between warehousemen and railroads, warehousemen and manufacturers, warehousemen and the public, and kindred subjects, could be prepared; distribution of these would be a boon to the industry.

Mr. Crutcher, in his San Antonio talk, has set forth a big idea. We believe that in time it will be carried out. The first step along this line was taken when the Central's executive committee met after adjournment of the San Antonio convention and selected a committee on education, Mr. Crutcher being named as its chairman.

Who knows how broad is to become the scope of this committee? With the industry's support, and without the expenditure of too heavy a burden in finances, it is conceivable that some day warehousing will have a publicity headquarters worthy of the name.

It would be money and time and effort profitably spent.

# TWO BITS

*A Bit Here*

Vol. I

Gotham, February, 1921

*A Bit There*

No. 8

## NEWS ITEMS

Ye ed. acknowledges rept of an elegant bill folder & card case from Joe Wirthman, the Kansas City storager, our name being stamped in gold letters on % we may get struck by a motor truck some day & might have to be identified.

Thos. Leonard of Det. made a big hit at the N. F. W. A. convention when we told the delegates that the union men in his town showed a most wholesome respect for the sawed-off shotgun.

Well, no 1 has sent us any matches yet to put in the match-holder which Dan Bray of Kansas City gifted ye ed. with last fall. You would think Dan himself would come thru with some.

Our poem this mo. was contributed by 1 of John Simon of Peoria's lady aids. Fence-products-manufacturing must be pretty slack this season, is our comment.

Next mo. we shall publish a poem by a certain New Bedford storager. *Two-Bits* is getting to be quite a literary journal, say many.

Charley Moores, the Chi. whse engineer, has been suffering with the mumps. Not all inflation is in prices, is Charley's verdict.

John Sinnott, the 2-in-1 shoe polish traffic mgr., & E. G. Hamel, the Jiffy dessert traffic mgr., are conspiring to place a new kind of pie on the market. John is going to supply the filling & E. G. will make the crust. We hear the pie trust contemplates to get an injunction.

The Boston whsemens en route from Washington to the White Sulphur

### Prexy's Perplexity

Said Charley Criss to Willard Morse: "You'll like the President's job, of course?"

"I'll fill it somehow, hit or miss!"

Said Willard Morse to Charley Criss.



Whose of-fice kit-tens are these? They are L. T. Crutch-er's of-fice kit-tens. Who says so? Our Chi-ca-go art de-part-ment says so. How does our Chi-ca-go art de-part-ment know? Be-cause it de-spached a pho-tog-ra-pher to Kan-sas Ci-ty with a mov-ing pic-ture cam-e-ra and this pic-ture was taken at 12.52 a. m., as the time-piece in-di-cates.

Springs Convention, located Bull Run only thru the alertness of Chet Car-ruth, who said: "This must be it, because I see eight bulls running across the pasture."

Hy Jacobson of Gotham licked ye ed. at chess playing last mo. In the 1st game Hal took away our queen & the lady's departure was a severe blow.

L. Earle Bacon plays golf left-handed. "What do you do?" asked a feminine enthusiast. "Do you use a different club or do you get on the other side of the ball?" the italics being ours.

## ADVERTISEMENT

Ye Editor  
Conventioned at San Antonio  
Last Month.  
Quite a Few Fresh News Items  
Was Assembled.  
Watch For Same in  
Our March Issue of "Two Bits"

## The Ravings of a Dying Sailor

It was midnight on the ocean—  
Not a street car was in sight.  
The sun was shining brightly  
And it rained all day that night.

It was a summer day in winter.  
The rain was snowing fast.  
A barefoot boy with shoes on  
Stood setting in the grass.

It was evening, and the rising sun  
Was setting in the West  
And the little fishes in the trees  
Were cuddled in their nest.

While the organ peeled potatoes,  
Lard was rendered by the choir,  
While the Sexton rang the dishrag  
Someone set the Church on fire.

"Holy Smokes!" the preacher shouted,  
And in the muddle lost his hair.  
Now his head resembles heaven—  
For there is no parting there.

## MORE NEWS ITEMS

A fine red 1921 calendar graces ye ed.'s office desk, donated to *Two Bits* by the Union Term'l Whse of Los Angeles, a populous California abode. The magnitude of this gift may be understood when we state it cost 12 cts U.S. postage to send trans-continently to Gotham.

Subscribe now for our 1922 w'house Directory, out next Dec.—  
*Advt.*

Alt Greeley of Clvnd was a Gotham visitor of late & Will'd Morse of Mnapls was to Boston, Gotham & Pittsburgh. Our correspondents are always on the job, boys, & wherever you go you will like as not be spotted & your names mentioned in these live columns.

Charley Strang, the Bklyn storager, blew ye ed. to some chocolate creams in Dec. We forgot to mention this last mo., Charley.

### Portrait of Ye Ed.

Said L. T. Crutch' to Sidney Smith:  
"I think this *Two Bits*' ed.'s a myth."  
"I'll say he can't amount to much,"  
Said Sydney Smith to L. T. Crutch'.



# ELIMINATING LOSS OF PROFITS IN MOTOR TRUCK OPERATION

*The Miller North Broad Storage Co., Philadelphia,  
Issues an Analysis of Overhead Expense*

## OVERHEAD EXPENSE

### 1. Its Importance

**H**OW many times have we heard of business enterprises failing and the reason given "They did not figure on overhead costs!" To some this overhead cost is an excuse for high prices—to others it is a mysterious expense which saps out the profit.

### 2. Direct Costs and Overhead Costs

**I**N our previous booklet, "What it Costs to Run a Truck" we illustrated the cost which can be charged directly to each truck such as tires, oil, gasoline, depreciation, repairs and labor. Such expenses we will call **DIRECT COSTS**.

In this booklet it is our purpose to treat of the many expenses of operating a business which cannot be charged to certain trucks or departments, such as printing, telephones, advertising, postage and legal fees. These costs we will call **OVERHEAD COSTS**.

While these items cannot be charged directly to individual trucks or departments, they are just as much a part of the cost of operating each truck or department—just as much a part of the cost of doing each job—as are the labor and materials that enter into the operation of the business.

### 3. How to Figure Overhead

**M**ANY managers figure overhead as a percentage of the selling price. For the purpose of such calculation the sales for a period of one year are considered 100 per cent. The yearly totals for the various overhead expense accounts are computed, and their ratio to the total sales figured in percentage. These percentages when arrived at show the number of cents out of every dollar of sales that is expended for each item of overhead.

### 4. A Three Year Analysis

**F**OLLOWING the above plan we have computed our overhead expense accounts from actual experience for the past three years. The result is given in the following table showing

the number of cents in every dollar of sales that is expended for each overhead expense account:

Account	1919	1918	1917
Salaries	.202	.181	.182
Commissions	.0013	.0016	.001
Legal and accounting	.003	.0036	.005
Advertising	.02	.013	.011
Printing and stationery	.006	.0054	.0016
Postage	.0035	.0035	.006
Telegraph; 'phones	.0035	.0036	.006
Travel expense	.0016	.0016	.001
General expense	.0046	.005	.002
Administrative autos	.0116	.0144	.0177
Dmg. claims settled	.017	.027	.038
Totals	.2741	.2597	.2705

It will be seen from the above table that the variation in the percentage cost of the different items from year to year is very small. This is due to

## IN THIS ARTICLE

**T**HE Miller North Broad Storage Co. of Philadelphia undertakes to point out "the fallacy of counting on profit until the direct costs, overhead costs, interest on investment, reserves for depreciation, taxes, and every cost directly or indirectly chargeable, have been deducted."

Read this analysis—and then put yourself in a position to make profits such as the volume of your business justifies!

the fact that our selling price has been steadily raised to meet rising costs. Had our selling price remained the same during the three year period, then our percentage of overhead would have mounted steadily and soon wiped out any margin of profit.

### 5. Some Items Omitted

**S**INCE many truckmen have their offices in their homes, we have omitted office rent, heat, light, depreciation on office equipment and insurance on office fixtures.

Compensation insurance for helpers on trucks and office employees has also been omitted.

The table makes no allowance for interest on borrowed money (if necessity requires us to borrow money with which to run our business), Federal

and State taxes, dividends to stockholders, or any sum to create a surplus to capital account.

### 6. An Illustration

**S**ELLING price less direct cost and overhead cost equals profit. The figures in paragraph 4 show our overhead to be about 28 per cent. Let us assume for the purpose of illustration that our direct costs amount to 60 per cent. We do a moving for \$100. Our selling price is then 100 per cent or \$100, our direct cost 60 per cent or \$60, and our overhead cost 28 per cent or \$28. The remainder, \$12, is then our profit.

(It must be remembered that the items omitted from our table as given in paragraph 5, such as office expense, compensation insurance, taxes, interest, dividends, etc., must be deducted from this \$12 before we arrive at the actual profit.)

### 7. Finding the Selling Price

**L**ET us approach the problem from another angle. Let us assume that in former years after we have deducted our direct and overhead costs we have been left a profit of 12 per cent. Continued rising costs have nearly wiped out this profit and we desire to arrive at a selling price that will still yield us a profit of 12 per cent after payment of our direct and overhead costs. In other words, how much must our selling price be to pay our 60 per cent direct costs, 28 per cent overhead and leave us a 12 per cent profit?

Let us work out a concrete problem. Suppose the direct cost of operating a truck for one day is \$36. We have already decided that our direct costs are 60 per cent. If 60 per cent of our selling price is \$36, then 1 per cent must be 1/60 of \$36, or 60 cents. If one per cent of our selling price is 60 cents we can proceed:

Selling price 100 per cent (100 x .60)		\$60.00
Direct Cost 60 per cent (60 x .60)		\$36.00
Overhead 28 per cent (28 x .60)	16.80	52.80
Totals		7.20

Sixty dollars is then the required sales price for a truck for one day to yield us 12 per cent. From this profit must of course be deducted the items given in paragraph 5 as omitted from our table in which we arrived at the figure of 28 per cent for overhead.

### 8. A \$35,000 Business

**S**UPPOSE the total yearly sales for a business owned by Mr. X amount to \$35,000. Assuming that his percentage for various overhead items is the same as in our table for the year 1919, we find that Mr. X will expend during the year the following amounts:

Salaries .....	\$7,070.00
Commissions .....	45.50
Legal and accounting .....	105.00
Advertising .....	700.00
Printing and stationery .....	210.00
Postage .....	122.50
Telegraph and telephones .....	122.50
Travel .....	56.00
General .....	161.00
Administrative autos .....	406.00
Damage claims settled .....	595.00
Total .....	\$9,593.50

### 9. A \$50,000 Business

**U**NDER the same conditions we find Mr. Y paying out the following sums for his \$50,000 business:

Salaries .....	\$10,100
Commissions .....	65
Legal and accounting .....	150
Advertising .....	1,000
Printing and stationery .....	300
Postage .....	175
Telegraph and telephones .....	175
Travel .....	80
General .....	230
Administrative autos .....	580
Damage claims settled .....	850
Total .....	\$13,705

### 10. A \$100,000 Business

**A**ND Mr. Z's yearly sales of \$100,000 cause him to spend the following:

Salaries .....	\$20,000
Commissions .....	130
Legal and accounting .....	300
Advertising .....	2,000
Printing and stationery .....	600
Postage .....	350
Telegraph and telephones .....	350
Travel .....	160
General .....	460
Administrative autos .....	1,160
Damage claims settled .....	1,700
Total .....	\$27,410

### 11. Variation of Overhead Items

**M**ANY truckmen in checking up overhead costs will find that their percentages on some items of overhead expense are not quite as large as those in our table, and on the other hand they will find that a greater percentage is spent on other items. We believe that these differences will equalize one another and that the sum total will be very close to that which we have given.

### 12. A Vital Question

**A** CERTAIN truckman purchased a truck three years ago for \$5,700. During the three years the truck has been kept busy. The revenue from the truck has enabled the truckman to pay his bills for tires, oil, gasoline; pay his labor and return to him a fair living. The truck is sent on a long trip, is struck by an express train and becomes a total wreck. The insurance company promptly pays the \$3,500 insurance carried on the truck. Now the situation is this:

The truckman has \$3,500 and he must have a truck costing nearly \$6,000 before he can start business again.

Let us take another case. Five years ago a truckman purchased a truck for \$5,500. During the five years the truck has been kept busy, all bills paid and the truckman making a living on the revenue derived from the operation of the truck. It has now reached the stage when it is no longer in a condition to do the work the truckman demands. The truck company will allow \$1,000 for the truck on a trade-in. How is the truckman to purchase a new truck for \$6,500 with which to run his business?

Conditions like the two cases above are cropping up every day. What vital principle of running a business have these men ignored?

They have completely lost sight of the fact that the revenue from these

trucks should not only have paid their bills, paid their men and paid them a living, but that they should also have earned enough to enable them to set aside a certain sum each year as a reserve for depreciation.

If each of the truckmen in the two cases mentioned had obeyed this basic law of financing, how different their unfortunate condition might have been. With the money paid by the insurance company and with their fund for depreciation the new truck could have been quickly bought and it would not have been necessary for the truckman to mortgage his future or go out of business.

### 13. The Silent Partner

**E**VERYONE knows that if he starts in business—let us say the trucking business—and an outside party invests say \$1,000 in that business, that this outside party or silent-partner expects to receive interest on his investment. The truck or trucks, therefore, must not only bring in a sufficient revenue to pay for their upkeep and make a return to the active partner, but they must also pay to the silent partner interest on his thousand dollars. If this silent partner is entitled to a certain charge for the use of his money, surely the truckman himself should expect to receive the same return should he invest his own money in the purchase of the trucks or business.

So we will see that in the two cases cited in the previous paragraph, the two truckmen not only failed to have their equipment bring in sufficient revenue to provide reserves for depreciation, but neither of them received any return on the money originally invested in the equipment.

### 14. Conclusion

How often do we hear business men say they get a certain amount for a job and that the job only costs them a certain sum? And frequently we find that this so-called cost is really only the direct cost. The remainder they erroneously refer to as profit. In this article we have tried to point out the fallacy of counting on profit until the direct costs, overhead costs, interest on investment, reserves for depreciation, taxes and every cost directly or indirectly chargeable, have been deducted.

It is the fact that so many truckmen stop to figure profit, before they have gone all the way down the line of direct and overhead charges, that at the end of the year they find that they have not made a profit such as the amount of their business justifies. The costs which they have omitted to figure on soon wipes out the greater part of the profit they believed was theirs.

### HIS NAME IS "JACK"

**A** WAREHOUSEMAN whose tariffs are built on the rate guide of the Central Warehousemen's Club sends to *Distribution & Warehousing* the following:

"Wonder if you would be interested in a bit of conversation picked up at the recent A. W. A. convention. The question of rates was under discussion. A warehouseman from ——— was asked what guide he followed in making his rates. He replied that he did not have a tariff of any warehouse company in his desk, or any State tariff. He was then asked how he figured his rates and on what basis. He stated he had been in the warehouse business sixteen years and during that time had always used horse sense in making rates.

"One of the men in the crowd suggested he pin his ears back so that his remark might have more force.

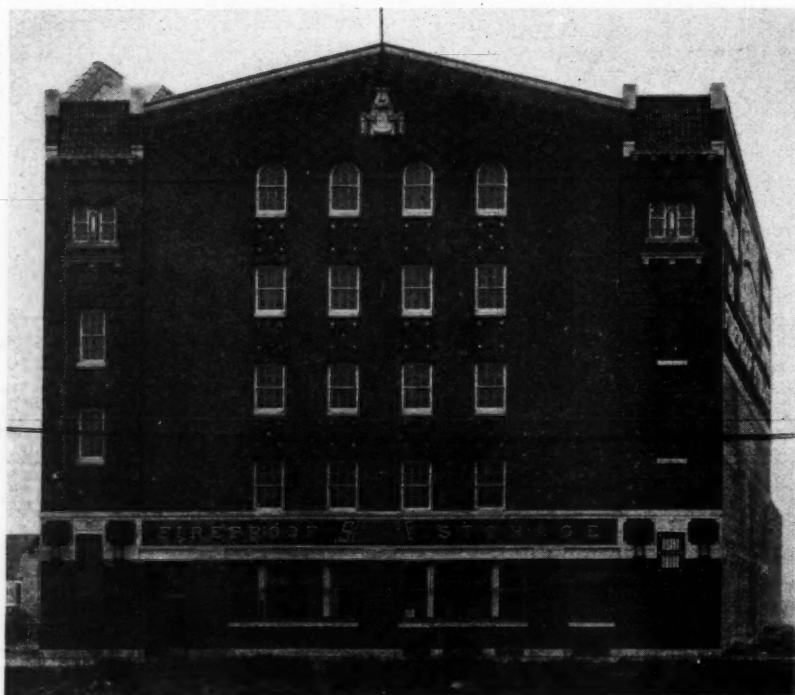
"Somebody should send this warehouseman a pocketful of rate guides for a Christmas present."

Siebold-Schaeffer Co.,

Chicago

## WHAT'S WHAT IN N

XVI



**T**HE new Siebold-Schaeffer Co. Warehouse, 6542-46 North Clark Street, now nearing completion, is constructed of reinforced concrete (joist system), with 12-inch enclosing walls, the main building being 75 x 90 feet and five stories and basement in height. On the rear is a one-story loading shed, with a 50-foot concrete girder supporting the roof, thereby eliminating posts. Adjacent to the building shed is a one-story truck repair shop.

The facade of the warehouse structure was somewhat difficult of solution, owing to

the difference in requirements between the first story and the upper stories, all of which had to be revealed in the front and at the same time present an ensemble both substantial and artistic.

After careful study it was decided to adopt a style peculiar to the Northern Italian Provinces; this lends itself readily to warehouse designs, because of the small window opening disposals in relation to the large masses of masonry.

In order to give the upper portions suitable support, the base course of the entire first story was treated in rusticated brick and stone, with ornamental caps on the pilaster. Surmounting the pilaster is a heavy bond course (indicating a heavy girder) of pattern brick and stone. The end pylons are rusticated, giving additional strength and height to the design. The pediment, with diagonal pattern brick and heavy stone cartouche, ties the whole design together.

The front of the building is of dark brick, in a full range of colors, trimmed with light stone, the design being emphasized by iron balconies at the top, and by the heavy rough iron window guards of the first story—also typical in Italian work of this period.

A large direct-connected electric freight elevator extends from basement to top story, shaft being enclosed in fireproof walls, with self-closing metal doors at each opening.

All the latest improvements have been provided, such as rug rooms, trunk rooms, heated piano room, elaborate office, heating system, etc., and the building in its entirety meets with the requirements of the Chicago Board of Fire Underwriters in all respects.

This rather distinctive modern warehouse building was designed and erected under the supervision of George S. Kingsley, architect, of Chicago, a specialist in warehouse construction.



# NEW BUILDINGS

## XVII

Miller North Broad Storage Co.  
Philadelphia

**T**HE Miller North Broad Storage Co., Philadelphia, has opened its Germantown branch, a six-story fire-proof building having a frontage of 53 feet and a depth of 135 feet, at Germantown avenue and Penn street.

The office section has the usual lobby, and directly back of this is the clerks' space. To one side are the private office and the ladies' waiting room. The office space does not extend across the whole frontage of the building, and this makes it possible to run a corridor of fireproof rooms from the front of the building back to the receiving space. This gives an unobstructed view of a corridor of rooms to passers-by through one of the ornamental arches on the facade of the building.

Back of the office are the washrooms, an employees' smoking room and a heated piano room. In the extreme rear are the receiving and delivery space and elevator.

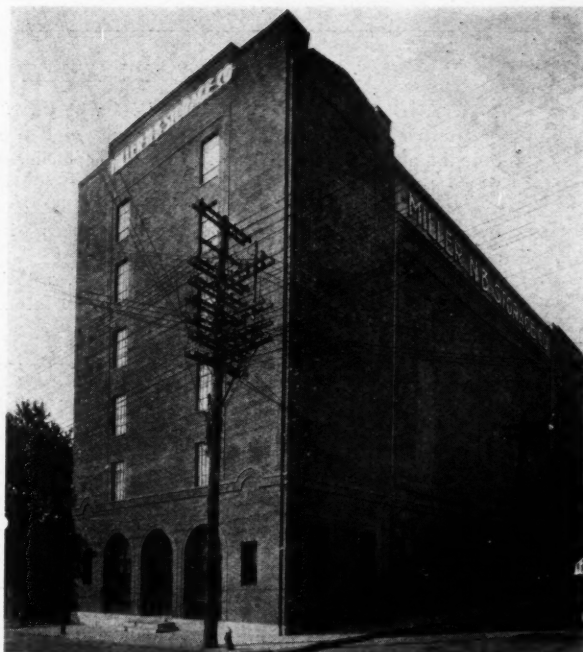
The second and third floors are entirely subdivided into private rooms.

The three upper floors are divided into compartments as shown in the smaller photograph. In the construction of these compartments a hollow-tile partition was run down the center of each floor, and partitions run at right angles on either side to each column. Across the aisle corresponding partitions were constructed to the outside walls, the free end at the aisles being secured by four-inch channel-shaped fenders anchored to the floor and ceiling.

The storage space lost in the entire building through office, washrooms, aisles, receiving space, elevator, stairways, etc., is only 32 1-3 per cent.

No provision has been made for packing in this house, as that department is to be maintained at the main warehouses at Broad and Lehigh until the completion of the new West Philadelphia branch, at 52nd street and Baltimore avenue, early in the spring.

John N. Gill & Co., Philadelphia, were the architects and builders.



\$

## DOLLAR IDEAS

\$

## SEND IN AN IDEA—EARN A DOLLAR

**D**ISTRIBUTION & WAREHOUSING will pay \$1 each for ideas for this department, which is twofold in purpose: First, it gives you an opportunity to get paid for telling the other fellow something he hadn't thought about that should help him in his business. Second, you are going to be helped by the Dollar Ideas which the other fellow sends in. Tell something of how you revised your stock report system, obtained a new customer, reduced your fire insurance, built bigger business through advertising, eliminated rodents, ironed out a labor problem, repiled your goods with profit, "slipped one over" on a competitor—how you achieved anything at all worth the telling.

The shorter the snappier—it's the idea, not the length, that counts. And—

By the way: Call this department to the attention of your employees. They may have Dollar Ideas that even you don't know about!

## SALE NOTICE RECOMMENDED

**M**R. Household Goods Warehouseman: what form of sale notice do you use? At the White Sulphur Springs convention of the National Furniture Warehousemen's Association the form reproduced herewith was recommended by the association for adoption by the members. This form was submitted to the meeting by the committee on uniform methods, S. C. Blackburn, Kansas City, chairman.

## PREARRANGING MATERIAL

**F**OR jobs to be performed *outside the warehouse*, prearrange your packing materials. This idea is offered by Joseph W. Glenn of O. J. Glenn & Son, warehousemen of Buffalo, N. Y. Under this system, nails would be prepared in five-pound packages, burlap in twenty-five- and fifty-yard rolls, lumber in fifty- and 100-foot bundles, twine in one-pound packages, paper in bundles of twenty-four sheets each, and pads in bundles of fifty.

"By having goods prepared in advance", according to Mr. Glenn, "it avoids confusion in event of a rush order, and facilitates prompt service, and removes the possibility of error in charging the right amount of material."

## "TRACTION TRACS"

**M**Y advice to the warehouseman to operate motor trucks is to equip each vehicle with a set of the "traction tracs" manufactured by the Auto Extractor Manufacturing Co., Philadelphia. The "traction trac" will help the driver get his car, under its own power, out of the mud without the usual strain and stress which wear and tear the parts. This method avoids overheating the motor and ruining the tires and the car

is dug out instead of being dug deeper in. The saving on time more than repays the cost of the "tracs."—P. C. R.



## Notice of Sale

TO PLEASE TAKE NOTICE that \_\_\_\_\_ has a lien upon the goods stored with it by you in your name or on your account.

An itemized statement of the claim showing the sum now due and the date or dates when it became due is as follows:

Storage from _____ to _____	months at \$ _____	per month	
Storage from _____ to _____	months at \$ _____	per month	
Garage _____			
Packing _____			
Advances _____			
Other charges _____			
Credits _____			
Credits _____			
Total Credits _____			
Balance Due _____			

The goods against which the lien of this Company exists, consists of \_\_\_\_\_

warehouse receipt No. \_\_\_\_\_, issued on the \_\_\_\_\_ day of \_\_\_\_\_, 192 \_\_\_\_\_, as scheduled in this Company's and stored by you or in your name or on your account in this Company's Warehouse at \_\_\_\_\_ Street \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_

We hereby demand that the amount of such claim as above stated and of such further claim as shall accrue shall be paid on or before the \_\_\_\_\_ day of \_\_\_\_\_, 192 \_\_\_\_\_ AND THAT UNLESS said claim is paid within the time herein specified, the goods will be duly advertised for sale and sold by public auction at this Company's warehouse, \_\_\_\_\_ Street, on the \_\_\_\_\_ day of \_\_\_\_\_, 192 \_\_\_\_\_, sale beginning at 10 A. M., and continuing from day to day until all goods are sold. The proceeds of such sale will be applied to the payment of the amount of said lien, including the reasonable charges of notice, advertisement and sale, and in case any deficiency shall arise on said sale, you will be held liable therefor.

By \_\_\_\_\_



# DOLLAR IDEAS



## KEYSTONE STUB TAG SYSTEM

**I**N order to assist the warehouseman as much as possible and help him avoid mistakes in shipping Square Deal Products, we have adopted a stub tag system which we use on all fence that is shipped to warehouses with which we do business. This is done by means of attaching a stub tag to each roll of fence before the goods leave factory.

We furnish each warehouse with a supply of stub tag envelopes. When the warehouse issues an order for shipment of fence they send the order with a stub tag envelop to their shipping department. When the shipment is made, the stubs are taken off the fence, enclosed



in the envelope and forwarded to us with the bill of lading and a daily shipping notice. As soon as this is received in our office we check the stub tags with the shipping notice and, if it is found to agree, we stamp the report O. K. If the stubs do not agree we hold up the shipment and write to the warehouse as well as to the customer to determine exactly what was shipped. This system saves the warehouse a great deal of time and proves conclusively what kind of fence was shipped.

This system can be applied to boxes, crates, cases, etc. The attached is a sample of the stub tag which we use.—*E. G. Clapp, assistant manager, transfer department, Keystone Steel & Wire Co., Peoria, Ill.*

## BAGS FOR CASTERS

**A** SMALL cotton bag used by the Haugh & Keenan Storage & Transfer Co., Pittsburgh, serves a two-fold purpose—first, taking care of the customer's keys, casters, screws, etc.; second, advertising. Each bag is about 12 in. deep and nearly 6 in. in diameter. When the patron's furniture is being knocked down and handled by the movers these bags are always kept handy. To quote James F. Keenan, president:

"We bought quite a quantity of these bags some years ago from Collins Plass Thayer Co., 26 Beaver street, New York, and if I am not mistaken they cost one cent apiece, plus freight. Of course if we attempted to duplicate our order now they would cost considerably more.

"We have found this a very safe and satisfactory way of taking care of casters, etc., and believe a bag of this sort is more practical than paper cartons or wooden boxes such as was referred to when the matter was under discussion during the recent meeting at White Sulphur Springs."

Each bag bears the imprint of Haugh & Keenan, together with the caption, "Fireproof and Non-Fireproof Warehouses" and the words "Keys, Casters, Screws," all in large black letters.

## ELEVATOR INSURANCE

"I was wondering if many warehousemen are taking advantage of what is known as elevator liability insurance.

"It seems in our State (New York) that the State fund; or similar insurance you have, protects only employees of yours while riding in the elevator.

"You may say no one else has a right on the elevator.

"We will grant that, but truckmen and others do get on, nevertheless, and if they are injured you are in a sense responsible.

"Elevators at times break.

"The load may shift and throw a man off, goods may fall and accidents are very liable.

"Therefore, I would caution those who have not this protection to look into it before it is too late."—*James G. Perkins, Manager, Albany Terminal Warehouse Co., Albany, N. Y.*

## Developing New Business

Broader fields in warehousing were discussed at the San Antonio convention of the Central Warehousemen's Club.

What are these broader fields? What must the merchandise storage executive do to get new accounts?

This is a timely topic—and one important to the industry. It will be discussed in a series of articles the first of which will appear

**IN THE MARCH ISSUE OF DISTRIBUTION & WAREHOUSING**



# Warehouse Forms

II  
Tonnies Transfer & Storage Co.  
Joplin, Mo.

**E**LEVEN forms are used by the Tonnies Transfer & Storage Co. of Joplin, Mo., in its business of handling and storing merchandise and household goods. Five of these, marked A, B, C and D in the illustrations herewith, are for the merchandise branch. Forms marked with the numbers one to seven are for the household goods branch. The form lettered X is for use in the company's local freight business.

The explanation of how these forms operate is written for *Distribution & Warehousing* by Margaret R. Tonnies, secretary of the company. It reads:

## Merchandise

"**F**ORM A is used for shipments made direct from pool cars consigned to us for distribution. The form is made in triplicate. The jobber is given one, one is kept in our files, and the original is mailed to the customer with our report of the car.

"When part of a pool car is unloaded into storage, Form B is filled

out by the unloading clerk and one copy is given the stock man so that he may enter the car on his books, and the other copy is filed with the report on the car. Any damage in the car is also entered on this form, so that a notation may be obtained from the railroad company.

"When a local delivery is made out of a stock consignment the order

*Forms 1 to 6, to right and on opposite page, are those used by the Tonnies company in the household goods branch of its business. Explanation begins on page 35.*

**1**

**Tonnies Transfer & Storage Company**  
1027-41 VIRGINIA AVE. PHONE 664  
Joplin, Mo., 191

Send \_\_\_\_\_ Truck No. \_\_\_\_\_ and \_\_\_\_\_ Helpers \_\_\_\_\_

To Move \_\_\_\_\_  
From \_\_\_\_\_

Deliver to \_\_\_\_\_

For Mr. \_\_\_\_\_

Time leaving office \_\_\_\_\_  
Time arriving at house \_\_\_\_\_  
Time leaving house \_\_\_\_\_  
Time arriving at office \_\_\_\_\_

Rate \_\_\_\_\_  
Terms \_\_\_\_\_  
Total number of loads \_\_\_\_\_ Amount collected \$ \_\_\_\_\_  
Driver \_\_\_\_\_  
Helpers \_\_\_\_\_

This to certify that my goods have been handled satisfactorily by the above employees of the Tonnies Transfer & Storage Co.

Signed \_\_\_\_\_ Owner or Agent.

**B**

Form 1-11-13-14  
Joplin, Mo. \_\_\_\_\_  
Car \_\_\_\_\_

Car Initial \_\_\_\_\_  
Receiving Line \_\_\_\_\_  
Commodity \_\_\_\_\_  
Consigner \_\_\_\_\_  
Consignee \_\_\_\_\_  
Seal Record \_\_\_\_\_

Taken into Warehouse \_\_\_\_\_

Deliver from Car \_\_\_\_\_

How Checked \_\_\_\_\_

**A**

ORIGINAL  
Form 7-11-13-14-15  
Joplin, Mo. \_\_\_\_\_ 191

Via \_\_\_\_\_

Received of **TONNIES TRANSFER & STORAGE CO.** the following articles, in good condition, from the stock of \_\_\_\_\_

Their Order No. \_\_\_\_\_

**D**

**Tonnies Transfer and Storage Co.**  
1027-41 VIRGINIA AVE. PHONE 664.  
WAREHOUSE FOREMAN

Deliver Ship To \_\_\_\_\_

Via \_\_\_\_\_

From Stock of \_\_\_\_\_

The Following: \_\_\_\_\_

Delivered by \_\_\_\_\_  
Date \_\_\_\_\_

**C**

ORIGINAL  
Form 7-11-13-14-15  
Joplin, Mo. \_\_\_\_\_ 191

Received of **TONNIES TRANSFER AND STORAGE COMPANY** the following articles, in good condition, from the stock of \_\_\_\_\_

Their Order No. \_\_\_\_\_

*These are the four Tonnies forms used in the merchandise branch of the Joplin company's warehousing business*

*Set of household goods forms used by the Tonnie's Transfer & Storage Co.*

"Any damages, such as scratches or breakage of furniture, must be entered on our copy of the drayage ticket or no claim will be entertained. All drivers are instructed to get a signature acknowledging the goods have been handled in a satisfactory manner, unless otherwise noted on the ticket, and after such signature is obtained no claim of any sort is allowed.

"Any discrepancy in the time the driver leaves the office and the time he reaches the house must be accounted for by the driver.

"Form No. 3 is a warehouse receipt, standard form and self-explanatory. Form No. 2 is the signature form mailed with self-addressed, stamped envelope to secure signatures for all warehouse receipts issued.

#### "Get a Signature"

"All orders for release of part lots of household goods must be in writing and the person receiving the goods must sign Form No. 4, before the goods leave the warehouse.

"Form No. 5 is used when goods are shipped to another city and is merely our protection should there be any trouble in adjusting a claim for damage received in transit.

"Form No. 6 must be signed by the person receiving the goods enu-

OFFICE AND WAREHOUSE, 1027-1043 VIRGINIA AVE. Everything Moved, Packed, Stored and Shipped.	
To	X
RECEIVED OF	Joplin, Mo., 19
R. R. Co., through	
TONNIES TRANSFER & STORAGE CO.	
The following goods in good order unless otherwise noted:	
Way Bill No.	
BAGS	
BBLs.	
KEGS	
BOLS.	
BOXES	
CRATES	
CASES	
PCS.	
ALL BILLS DUE MONDAY FOLLOWING DELIVERY	

Form X, above, is the local freight form used by the Tonies company

merated on the warehouse receipt and is filed in our records with the warehouse receipt.

#### Local Freight-Form

"FREIGHT is hauled from all depots every day and each driver carries a freight receipt book. Each shipment is written up from the expense bill in this book and a signature is obtained on the original ticket for each delivery. The originals are kept in a book form and each driver turns his book in at the end of the month and they are filed away. (Form X.)

"The watchword of our business is, 'Get a Signature.'"

The foregoing is the second of a series of articles on warehouse forms. The third will appear in an early issue.

### MINNESOTA WAREHOUSEMEN WIN IMPORTANT TAX CASE

MINNEAPOLIS, Jan. 10—Warehousemen won a legal victory in the District Court here to-day when Judge W. W. Bardwell decreed that cold storage houses are not obligated under Minnesota law to disclose to tax authorities the ownership of goods stored in order to enable the State to impose personal taxes. Floyd B. Olson, county attorney, announced he would appeal the decision to the State Supreme Court.

Warehousemen throughout Minnesota have been watching this case, involving trial of the Minneapolis Cold Storage Co. in a suit brought against it by the county

for \$7,150 in taxes which the county held to be a correct assessment. Other suits of similar character are pending against several cold storage warehousemen, and the storage industry generally has attached so much importance to the situation that the circumstances have been related by Minnesota warehousemen at national conventions.

Attorneys for the Minnesota Cold Storage Co. were prepared to pay the county \$90, which they declared was a proper tax on the company's furniture and fixtures. All other goods in the warehouse belonged to customers, the defense maintained, and were not legally subject to tax-

ation. It was this contention which Judge Bardwell has sustained.

The demand by the county authorities was opposed by the defendant company on the theory that the State is without power to demand information as to ownership of goods publicly stored. Warehousemen in Minnesota are now hopeful that the State Supreme Court will uphold Judge Bardwell's decision, which will affect merchandise and household goods storage plants as well as cold storage interests. Meanwhile trial in the other suits pending will be deferred until the Supreme Court hands down its decision.

### Motor Trucks Are Getting New England's Short Haul Business Because of High Freight Rates

BOSTON, Jan. 21—New England's railroads are losing millions of dollars' worth of short-haul business by reason of exorbitant freight rates and inefficiency in operations, according to a report of a special committee of the New England Traffic League, made public by President W. H. Chandler of the league.

The short-haul business is going to motor truck expresses, which are operated more cheaply and more efficiently.

The committee which has been investigating the loss of this tonnage to the railroads met at the Chamber of Commerce yesterday and formulated its report. Returns from questionnaires sent by the committee to New England ship-

pers were compiled and according to Mr. Chandler, the compilations showed that the railroads had already lost nearly all of the short-haul business in the more thickly settled sections of New England.

Motor truck rates from city to city, the committee finds, are cheaper than the rail rates, to say nothing of cartage charges from shipper to railroad station on one end and from railroad to consignee on the other. The trucks pick up freight at the shipper's door and deliver it to the consignee's.

The first-class freight rate on the railroads is \$7.70 per ton for a 10-mile haul. The motor truck express rate is \$5. Delays may keep the rail shipment on the

tracks for a week or two, while the truck delivers the shipment the day it receives it, or the following day at the latest.

The committee was told instances where railroad freight shipments were delayed two weeks between points not more than 50 miles apart. One shipment was reported to have been 215 hrs. between Bridgeport, Conn., and New York, a distance of 56 miles.

The committee recommended that the Traffic League lay all of the facts it has collected before the managers of the New England railroads, urging greater efficiency in operating and a revision of rates that the roads recover some of the short-haul business before it is too late.



# Government Defers Leasing

## PORT WAREHOUSES

*Pending Congressional Action—Norfolk Commission Denies Working Hardship on Commercial Storage Plants —Boston Warehousemen Bid for Army Space*

**T**HERE have been a number of important developments in connection with the port warehouse situation since representatives of the public storage industry began a campaign in December protesting against the dumping of army storage space upon the warehouse market in unfair competition with commercial warehousing. Briefly, these developments are:

1. It is announced at the War Department that the Quartermaster General has taken no definite action toward leasing army warehouses but was marking time pending action by Congress.

2. Boston warehousemen, together with real estate and steamship interests, learning that the Government contemplates throwing nearly 100,000 sq. ft. of army

warehouse space open to commercial use, enters bids for the space.

3. The Interstate Commerce Commission hands down a decision striking from its files the wharfage, handling and storage charges which had been filed by the Port Commission of Norfolk in the operation of former army storage space. The commission holds that the municipality of Norfolk cannot be recognized as a common carrier.

4. A. G. King, director of the Port of Norfolk, in a letter to *Distribution & Warehousing*, denies that Norfolk, in its operation of municipal terminals leased from the Government, is "working a hardship on private warehousemen" in the matter of tariffs.

It will be recalled that the port warehouse situation was brought up for discussion at the White Sulphur Springs convention of the American Warehousemen's Association last December. At that meeting it transpired that the Port Commission of Norfolk was operating former Army storage space on a profit-sharing basis, the Government receiving fifty per cent of the gross revenue.

It was asserted by speakers that the rates charged by the municipality were so low as to injure competition by public warehousemen in Norfolk.

It was felt at the convention that similar situations were certain to arise at other ports unless the warehouse industry interposed successfully, and that such conditions would be unfair not alone to public warehousemen at seaboard but to warehousemen inland also.

Subsequently W. W. Morse, Minneapolis, president of the A. W. A., appointed George S. Lovejoy, Boston, as chairman of the "railroad terminal and pier storage" division of the association's 1921 committee on railroads and steamships, and Mr. Lovejoy has since been in conference with Army officials.

### War Department Marks Time

Taking up the four points set forth in the foregoing text, the developments may be related as follows:

First, it was stated at the War Department to *Distribution & Warehousing's* Washington correspondent on January 18 that the Quartermaster General had taken no definite action toward leasing Army warehouses. Representatives of the Army have been studying rates and other storage problems but as yet had

not determined what course should be pursued, it was announced. Congress, through a committee, had indicated that it was not in favor of Governmental competition with private enterprise and because of this, it was declared, the War Department was marking time.

Second, the port situation was discussed by Mr. Lovejoy at the San Antonio convention of the Central Warehousemen's Club. Speaking on Jan. 20, Mr. Lovejoy said it had been learned that nearly 100,000 square feet was to be thrown open for storage and wharfage purposes at Boston. Massachusetts warehousemen purposed to try to prevent this space from getting into the control of manipulators in unfair competition with public warehousing, Mr. Lovejoy announced, and his own concern, the Quincy Market Cold Storage & Warehouse Co., had entered a bid for the entire space—in order, should the bid be accepted by the Government, that the interests of the public storage industry might be preserved.

There were other bidders, Mr. Lovejoy explained—Boston real estate men, headed by a former Army officer; some steamship interests; and the Terminal Wharf and Railroad Warehouse Co., Boston, also a member of the A. W. A. If the Terminal got the space, the Quincy people would be satisfied, Mr. Lovejoy said; if the Quincy got it, the Terminal would be satisfied.

Alluding to his conferences with Army officials at Washington, Mr. Lovejoy said it was indicated to him that Army storage space at New York was not likely to be disturbed for some time to come.

In endeavoring to take over Army

space at Boston, Mr. Lovejoy explained, the warehousemen there were acting to protect their own business. He had been accused, he said, of intending to close up the space if he obtained control, but he had no intention of so doing but would let it out for other than storage purposes if necessary.

Third, the Interstate Commerce Commission, in cancelling tariff schedules filed by the city of Norfolk, as the municipality could not be recognized as a common carrier, stated that the municipality—

### I. C. C. Statement

"Through its port director proposes to initiate charges for wharfage, handling and storage at its municipal piers of property moving in interstate or foreign commerce. Upon protests of Jones & Co., Inc., Seaboard Wharfage & Warehouse Co. and the Virginian Wharf & Warehouse Corporation, public warehousemen and wharfingers at Norfolk, the operation of the schedules was suspended until March 1, 1921. The proposed charges range from 1 cent per 100 pounds for the first 10 days' storage, and 0.5 cent for each additional 10 days or fraction thereof, to 5 cents per 100 pounds for unloading or loading."

In discontinuing the proceeding the Commission stated that if the line-haul carriers or the Norfolk or Portsmouth Belt Line desire to use the facilities of the municipal piers in interstate or foreign commerce its storage or other terminal charges should be published by them as provided by Section 6 of the Interstate Commerce Act and could properly be established "in the manner originally suggested" by the city of Norfolk.

According to the commission's report—"It is stated of record that the line-

haul carriers, which were not represented at the hearing, will publish absorption tariffs to take care of the Belt's switching charges and will also absorb up to 4 cents per 100 pounds of the charges proposed to be imposed by the respondent for wharfage and unloading of export or loading of import traffic.

"Before filing the suspended schedules respondent [the municipality] endeavored to arrange with the line-haul carriers that they should use its terminals and provide in their tariffs for absorption of these municipal charges. All but one agreed to publish the charges of respondent in this way. The exception was the Seaboard Air Line, which insisted that respondent should itself publish its charges, and this was attempted in the schedules under suspension. It now appears that the Seaboard Air Line has no serious objection to publishing in its own tariffs the municipal charges if they do not exceed those applicable at its own terminals."

The Commission says that the municipality does not own or operate any rolling stock and the only service in connection with transportation is the handling and storing of property at Norfolk.

### The A. W. A. Report

Fourth, A. G. King, Director of the Port at Norfolk, in his letter to *Distribution & Warehousing* alludes to a statement which appeared in the January issue of this publication quoting the report made to the American Warehousemen's Association in December by the association's 1920 committee on railroads and steamships, F. L. Bateman, Chicago, chairman.

In that report the committee referred to a protest filed with the Interstate Commerce Commission by Norfolk public warehousemen, the committee's report saying in part:

"The complaint points out, for instance, as typical the storage rate on fertilizer for a year at 40 cents per ton as against Jones & Co. rate of 50 cents per ton per month, or \$6 a year for the same material and the same time. Cement, in barrels and bags, under the Port Commission's tariff, covers a wharfage and handling charge of 1½ cents per 100 pounds, together with storage rate for each thirty days or fractional part thereof of ½ cent per 100 pounds.

"These confiscatory rates are brought about by means of the City of Norfolk utilizing piers and warehouses turned over to them by the War Department."

### Mr. King's Letter

To the committee's assertions, Mr. King takes exception. His letter reads:

"We note in your January issue of *Distribution and Warehousing* an article stating that the city of Norfolk, through its Port Commission, is quoting storage rates of forty (40c.) cents a year on fertilizer per ton and wharfage and handling charge of one and one-quarter (1¼c.) cents per 100 lbs. on cement, and a storage charge of one-half (½c.) cent per 100 lbs. for each thirty days or fraction. The article goes on to say that the city of Norfolk is utilizing piers and warehouses leased from the War Department for the purpose of quoting such rates.

"This statement is absolutely false and we object to it very much. We are sur-

prised that a magazine which occupies such a position as yours should publish such a misstatement, and would thank you to take immediate steps to correct it.

### Was a Report Merely

[Editorial Note: The article referred to was published entirely as a report of what took place at the White Sulphur Springs convention of the American Warehousemen's Association. The authorities for all statements made in that article were speakers at the convention—men interested in the welfare of their industry.]

"For your information we are inclosing copy of tariff, which we expected to file with the Interstate Commerce Commission. The Commission decided that they did not wish the city to publish a tariff, but that it should be handled in a different manner. However, in the meantime we are handling business on the basis of charges published in this

## THE WADSWORTH PLAN

WASHINGTON, Jan. 1.—The leasing or sale of the Government's big warehouses near Schenectady, N. Y., is part of the plan of United States Senator James W. Wadsworth of New York, chairman of the Senate committee on military affairs. It is Senator Wadsworth's purpose to bring the subject before the present short session of Congress. The proposal would be by way of effecting economies in the Army appropriations bill.

tariff. You will note that freight is allowed fifteen days' free time and after expiration of this free time the storage charge for the first ten days or fraction is one cent per 100 lbs., and for each additional ten days or fraction is one-half cent per 100 lbs. This means that for the first month the storage would amount to approximately forty cents per net ton and for each additional month approximately thirty cents per net ton.

"You will note the storage on cotton and tobacco is three cents per 100 lbs., or approximately sixty cents per net ton. You will note that the lowest handling charge is three cents per 100 lbs.

"The writer has, for the past six or eight years, had a good deal of experience in the warehouse business, both in construction and operation, and knows from experience that waterfront warehouses can be operated at a profit at such rates, particularly if they were constructed prior to the war. It was customary in Baltimore for several years prior to 1914 to store nitrate at from nineteen to twenty cents per month.

### Rates "Satisfactory"

"The charges now in effect at the Municipal Terminals, which the city has leased from the army, were established after a conference with the warehousemen of this port, and after checking up the rates for tobacco and cotton storage

at interior points, and we were advised by the warehouse interests that such rates were satisfactory to them.

"In view of these circumstances, we trust that you will immediately publish a full correction of your misstatements, as the impression is that the city in the operation of these terminals is working a hardship on private warehouses, which is not the case. The terminals are operated primarily for transit business and the warehouses are operated purely as an auxiliary to furnish additional facility for the advantage of shippers."

### Port Charges Advanced

WASHINGTON, Jan. 17.—The Interstate Commerce Commission has allowed the Port Charges Tariff No. 1, I. C. C., A-272, providing for advances for wharfing, handling and storage at Virginia, South Atlantic and Gulf Ports (other than Gulfport, Miss., and New Orleans) to become effective Jan. 10, despite applications for further suspension.

This tariff, cancelling all previous tariffs, covers rules, charges and regulations governing wharfage, handling and storage and was issued Dec. 2. It will not, however, apply in constructing through rates between Eastern cities, interior Eastern points and points in the Buffalo-Rochester territory on one hand and the Southern points on the other. It provides that the application of storage charges shall begin to accrue at the time the property is placed in storage. In instances where the wharfage charge includes storage for a specified period, the storage charge will begin to accrue at the end of the specified period.

### Liquor Plot Alleged

BOSTON, Jan. 24.—What he believes to be a well organized scheme centering in New York to withdraw liquor from bonded warehouses in New England for beverage purposes was uncovered by William J. McCarthy, Federal prohibition enforcement agent, in the course of his investigations last week. The inquiry led to confiscation of thirty-five barrels of whiskey in a farmhouse at Oxford. Plans are being made by Mr. McCarthy to provide a burglar-proof and fire-proof warehouse in which to store more than 19,000 gallons of liquor seized by prohibition agents in this State. He is prompted to take this precaution because of numerous warehouse robberies. About 16,500 of the 19,000 gallons in storage are bonded liquors and valued at about \$300,000.

### Bonded Warehouse Found O.K.

PHOENIX, ARIZ., Jan. 15.—The first bonded warehouse to be operated under the United States license and bond—the Arizona Storage and Distributing Co.—has been given a clean bill of health after receiving its first Federal investigation. Cotton stored was found to check up with receipts, and the company's rates were approved. The inquiry was made unexpectedly under the supervision of the Bureau of Markets at Washington.

# FROM THE LEGAL VIEWPOINT

By George F. Kaiser

*Mr. Kaiser is a practicing lawyer who makes a special study of warehousing and transfer affairs*

## WAREHOUSE RECEIPTS ACT CONVEYS OWNERSHIP BUT DOES NOT GUARANTEE TITLE

**D**ISTRIBUTION & WAREHOUSING presents this month the details of a California legal case which should be of extreme interest to the warehouse industry—a suit entered by the Wells Fargo Nevada National Bank against the Haslett Warehouse Co. of San Francisco. The Court ordered judgment in favor of the storage company.

The story of this action was told briefly at the White Sulphur Springs convention of the American Warehousemen's Association by S. M. Haslett, Jr. At

the suggestion of DISTRIBUTION & WAREHOUSING, L. A. Bailey, secretary of the Warehousemen's Association of the Port of San Francisco, obtained from the Haslett Warehouse Co. an outline of the suit, for the information of the industry.

The Court did not render a written opinion but handed down an oral decision to the effect that a warehouseman does not guarantee title, under the uniform warehouse receipts act, but merely conveys whatever ownership depositor has. The outline reads:

"**I**N December, 1919, The Warehouse Co. received in its Customs Bonded Warehouse, which is a Class 3 Customs Bonded house, one hundred (100) Cases Egg Albumen which were ordered in by the Collector of the Port as Unclaimed. This merchandise arrived by water, the ship's manifest showing it to have been shipped by The B. Co. consigned to the order of The B. Co., notify The B. Co.

"After it had been in the warehouse several weeks it was entered in the name of M., who was in charge of The B. Co.'s office at the port of entry. Mr. M. claimed that he had received cable instructions from his employer, who was then in the Orient, to enter the Albumen and dispose of it.

"Following the usual practice, The Warehouse Co. transferred the Albumen from Unclaimed to the name of M. and upon his order, issued a negotiable warehouse receipt to G. Co. as transferees. This receipt cited that the goods were stored in the Bonded Warehouse with a further notation that it was ex Bond 3662.

"G. Co. endorsed the receipt to the firm of K. Bros., who in turn hypothecated it to a Bank.

"Mr. M. had not received shipping documents on the Albumen but had made his warehouse entry by giving

a bond to produce bill of lading, the U. S. F. & G. Co. being the surety on the bond.

"The Bonding company was informed by C. Co. that they represented the actual owner of the goods, Mr. B. having transferred the negotiable bill of lading after the Albumen was on board the ship. The Bonding company immediately notified the Collector of Customs that it withdrew from the bond and any delivery of the goods would be at his risk. The Collector instructed the storekeeper at the Warehouse to notify him when delivery was asked for and also ordered the cashier at the Custom House to refuse to accept the duty on the lot.

"K. Bros. having obtained a Bank release for fifty (50) cases tendered duty at the Custom House, which was accepted by the Cashier who had overlooked his previous instructions. They then brought their duty paid withdrawal permit and Bank release to the warehouse where it was presented to the storekeeper. He immediately phoned the Custom House and was told not to permit delivery but to inform K. Bros. that they must return their duty paid permit for cancellation. This was done and the duty refunded.

"The attorney for K. Bros. immediately informed the warehouse company what had happened and up-

on its taking up the matter with C. Co., it was found that that concern had received a cable from the Orient stating that the bill of lading was being forwarded to them.

"The Bank immediately began suit against the warehouse company for the full value of the 100 cases, the complaint being one for conversion, stating merely that the goods had been deposited, a warehouse receipt issued, and delivery had been asked for and refused. The value given was \$32,000.00 and judgment was asked for that amount.

"The warehouse company's attorneys filed an answer stating that the goods had been received in a bonded warehouse, which was known to the Bank at the time of its accepting the receipt as collateral, and further stating that when delivery was demanded an adverse claim was made as to the ownership of the goods.

"C. Co. and the Bonding Company were brought in as parties defendant, the warehouse company disclaiming any property in the goods and asking that the Court determine the person to whom delivery should be made if the Customs regulations were satisfied.

"At the trial the plaintiff's theory was that under Section 1858 of the Civil Code of California a warehouseman was without authority to issue



receipt for goods which were not under his absolute control and consequently he could not claim as a defense that the goods were in the joint custody of him and the Collector of Customs and that he was therefore not justified in refusing delivery when the permission of the Collector was lacking. The plaintiff also argued that a negotiable warehouse receipt was a certificate of deposit and was an absolute promise on the part of the warehouseman to make delivery to the holder in due course of the goods mentioned in the receipt.

"The attorneys for the warehouse company found to their surprise that there was absolutely no case law on the subject. The precise question of the right to issue a warehouse receipt for goods in bond had never been adjudicated and the uniform warehouse receipts Act is silent on the subject. There were several cases where the practice was referred to but even they had to do with Internal Revenue Bonded houses. The only argument therefore, was the practical necessity of issuing such receipts and the fact that the receipt gave notice on its face of the situation.

"A further defense was based upon Section 18 of the Warehouse Receipt Act which excuses a warehouseman from liability for non-delivery if an adverse claim is made for the property.

"The Court dismissed as to the Bonding Co. for the reason that no case could be made against it until the liability of the Collector had been fixed, and when giving its final judgment, dismissed also as to C. Co.

"Although no written decision was made, the Judge's idea was that the Collector of Customs alone was authorized to determine the title of imported merchandise and that this could only be done by entry according to Customs regulations.

"Judgment was ordered in favor of the warehouse company, the only reason given being that a warehouseman does not guarantee title and that his receipt merely conveys whatever ownership the original depositor had."

### WHERE OPINIONS ARE PUBLISHED

**E**EDITOR, *Distribution & Warehousing*: On page 37 of the September issue of *Distribution & Warehousing* comment is made on a verdict rendered in the case of *Stevenson vs. Hartman*, 181 N. Y. S. 465 for claim made on the contents of a truck destroyed by fire.

I am very anxious to get hold of a copy of the proceedings in this case. Can you advise me how the same can be obtained? We have a similar case in Richmond.—

W. F. R., Richmond, Virginia.

**ANSWER:** You can get a complete copy of the opinion in this case by sending twenty-five cents in stamps to the West Publishing Co., St. Paul, Minnesota. This particular case deals with a city ordinance, but I trust it will be of use to you.—G. F. K.

### WHAT IS "BAGGAGE"?

**T**HE Supreme Court of Oregon, in a recent case, held that on the failure of a transfer company to deliver a trunk, the owner had the right to sue, for negligence, (in which case the owner would have to bear the burden of proof as to the negligence); or for breach of contract; or for money damages for conversion.

As to what may be included in the term "baggage," the Court in its opinion pointed out that, in various cases, a tent and blankets, an artist's easel, a barber's razors, a surgeon's instruments, opera glasses and a compass, a watch, jewels, dishes, cutlery, etc., have been included in the term. *Hamilton vs. Baggage & Omnibus Transfer Co. vs. 192 P. pg. 1061.*

### DELAY IN SHIPMENT

**T**HAT a carrier is liable for damages arising out of its negligence in failing to forward goods with reasonable dispatch, was the decision of the New York Supreme Court in a recent case: *Strahs vs. N. Y. Central RR. Co.*

The measure of damages in a case like this, the Court pointed out, was the difference between the invoice value at the time of the shipment and the market value at destination.

It appeared that on Nov. 5, 1916, the shipper had shipped at New York to its own order at East Chicago, Ill., fifteen cases of aluminum which the railroad company had undertaken to forward. The shipment did not arrive in East Chicago until Dec. 19, 1916.

The Court held this was an unreasonable delay and awarded damages to the shipper against the railroad company.

### ERROR IN WEIGHT

**T**HAT a mistake in the weight of a shipment has the same effect as a mistake in the rate, was the decision of the Supreme Court of New Hampshire in the case of *N. Y., N. H. & H. R.R. vs. Tonella*, 111A. pg. 341.

The Court held in this case also that the fact that the consignee accepted the goods shipped, and paid the freight demanded thereon, did not give the carrier notice that he was the owner of the goods, so as to preclude it from recovering from consigner the portion of the freight omitted by mistake.

In this case the action was instituted to recover freight charges. It appeared that a quantity of granite had been sold F. O. B. cars—Milford, N. H., to Milford, (Concluded on page 48)

### AS TO GRAIN WAREHOUSES

**W**AREHOUSEMEN who handle grain will be interested in the Federal Trade Commission's report, "The Grain Trade," issued at Washington, Volume I, "Country Grain Marketing," now off the press, contains one chapter devoted to "Functions, Age, and Distribution of Elevators and Warehouses." In this chapter we find described the "physical differences between elevators and warehouses," as follows:

"A country elevator is a building specially designed for elevating, storing, and loading grain in bulk, in which form it is handled throughout the operation. An endless chain of scoops carries the grain to the top of the building, from which it is spouted into a bin, where it is stored.

#### Converted Barns

"A country warehouse, sometimes called a flat house, is usually nothing but a shed in which grain is collected and stored in the country. Almost any building will serve for this purpose, and in practice warehouses will be found which formerly served as barns, stores, etc. More often, however, the warehouse is constructed specifically for the purpose of handling grain. The construction of such a house usually differs radically from that of an elevator. The warehouse is usually a low building, which occupies considerable ground space as compared with an elevator, whose greatest dimension is usually height. In warehouses which handle grain in sacks, as on the Pacific coast, bins are not necessary, and the construction of the building itself does not in consequence require the strength and rigidity of an elevator. Warehouses handling grain in sacks are not, moreover, equipped with elevating machinery, as a rule. In fact, the sack-handling process may be entirely by man power, although some sack warehouses are equipped with power appliances, such as 'pllers' for stacking the sacks of grain and with conveyors for carrying these sacks from one part of the building to another.

#### Usually Handle in Bulk

"It is interesting to note that in some sections of the country, as in Minnesota, a few warehouses, as well as some elevators, receive grain in sacks, but empty the grain into bins and ship it in bulk. This, however, is exceptional. The other warehouses in the Central West usually handle grain in bulk, storing it in bins which have been constructed in the warehouse. A few of the warehouses are of crib construction.

"Both elevators and warehouses purchase grain chiefly from the farmers who haul it in by wagon. In some cases both buy grain from farmers in carload lots, as when a farmer has loaded a car to ship and has been later persuaded to sell it to the local elevator or warehouse."

The book states that Department of Agriculture and Food Administration estimates are that there are probably 30,000 country elevators and warehouses in the United States. A table indicates that the Mountain and Pacific division leads in the number of grain warehouses, the Central division ranking second, the Southern division third and the Middle Atlantic division last.

Copies of this 350-page booklet may be obtained from the Federal Trade Commission.

## BUFFALO TRUCK SYSTEM AIDS CITY'S BUSINESS

Idle Equipment Is Registered Daily  
and the Public Receives  
Better Service

BUFFALO, N. Y., Jan. 21—Warehousemen and transfer men are watching with interest the system used in Buffalo by the Buffalo Trucking Association for the registration of idle equipment. C. H. Kenyon, the secretary, with office in 508 Liberty Building, is responsible for operation and, in a considerable measure, for the success of the system.

Mr. Kenyon keeps a daily record sheet of idle equipment. The association has about 190 members. It is the custom for those members whose business does not have a normal full capacity to call Mr. Kenyon daily on the telephone as soon as the plans for the day are determined and notify him of any equipment likely to be idle.

The name of the member with idle equipment is taken, with the number of trucks or teams; and, if trucks, the capacity of the truck and its style—that is, whether stake body or closed body or furniture van, and whether it is a ½-ton or a 5-ton truck. Mr. Kenyon has a tabulated list of telephone numbers covering all members of the association.

Any time during the day when a member gets an order for equipment and does not have any available, he telephones to Mr. Kenyon, stating his needs. Mr. Kenyon tells him of the trucks in the desired class that are available nearest him. The man in need of equipment then gets in touch with one with idle equipment and arranges for whatever he needs to take care of the unexpected business. The man with idle equipment then telephones to Mr. Kenyon and reports the number of his trucks or teams going in commission. Mr. Kenyon then crosses them off his chart for the day.

The system has worked out profitably to all parties concerned. It has given better service to the public and has conserved the regular business of the various concerns. No figures are available at the present time to show how many truck hours have been saved in this way but they probably run well in thousands for a year's service.

Besides the direct results in the system, there are several indirect advantages. Occasionally commercial houses call upon the association for trucks in an emergency and Mr. Kenyon knows immediately where the idle equipment is and how to get it with the least amount of telephoning and in the quickest time.

The Buffalo Chamber of Commerce also often turns over to the association out-of-town orders for equipment, knowing that the system which Mr. Kenyon has made to function will take care of those orders promptly.

Aside from the value of dollars and cents in the scheme, there is the added value of knowing at the end of the year

which months were best for business and why. In other words, the idle equipment registration system for the day constitutes a good barometer for the prosperity of general business. It probably shows the condition of business as well as any one thing in commercial life. When Mr. Kenyon gets a large number of reports on idle equipment, he knows that business is dull. When there are few reports, indicating that all equipment is busy, he knows the business world is busy and prosperous.

### Cold Storage Stocks Decrease

BOSTON, Jan. 29—Annual storage of foods during the past year has been the lowest in three years in the case of poultry, meat and fish, says a report by Hermann C. Lythgoe, Chief of the Division of Food and Drugs, State Department of Health.

The egg storage for nine months ending Dec. 30 has been the lowest in five years. The butter storage for nine months ending Dec. 30 has been the lowest in four years, excepting 1919, which was about 1,000,000 pounds less than during 1920.

The amount of food in storage per capita, Jan. 1, 1921, was 4% eggs, 2 2/3 pounds of butter, 1 2/5 pounds of poultry, 7 1/2 pounds of meat and 3 1/5 pounds of fish.

The amount of food on hand Jan. 1 of this year is given as follows: 1,502,940 dozen of eggs, 10,439,854 pounds of butter, 5,604,172 pounds of poultry, 29,086,084 pounds of meat and 12,369,477 pounds of fish.

### California Truck Route

NEW YORK CITY, Jan. 17—Results of an experiment in motor transport service which is to be undertaken by the recently formed California Rapid Transit Co. on the Pacific Coast are being awaited with interest by motor truck circles. The company plans to operate a fleet of twenty Mack trucks in the Los Angeles Valley on four routes covering the entire fruit and produce belts in this territory. The trucks will carry fruit, vegetables, milk and merchandise of various sorts.

The routes projected are from Los Angeles to Redlands, from Los Angeles to Mecca, from Los Angeles to Alessandro and from Los Angeles to San Bernardino, with stops at all intervening towns and cities.

### Fort Wayne Co. to Build

FORT WAYNE, IND., Jan. 25—Plans have been completed for a big warehouse to be erected at Francis and Hayden streets by the Fort Wayne Storage Co. The structure will cost about \$500,000. Bids will be received about March 1 and actual construction will start early in the spring. More than 281,000 feet of floor space will be provided. Warehouse will include six stories and basement, covering ground measuring 204 by 197 feet, and will be constructed of reinforced concrete with steel sash and a composition roof. It will be equipped with freight elevators and fire doors.

## SHIPPERS IN SOUTH OPPOSE RATE INCREASES

ATLANTA, GA., Jan. 27—Shippers generally throughout the Southeast are vigorously opposing the proposed increase in classification shipping rates about to be imposed by the carriers in the Southeastern territory. Many of the individual shippers and representatives of various industrial and commercial associations of the Southeast have lately appeared before the Interstate Commerce Commission at Washington and entered their complaints against the proposed increase.

A mass of data compiled for the Southeastern shippers has been presented to the Commission, outlining the manufacturers' disapproval of the increase and giving the reasons therefor. It is proposed to have a rate of \$1.44 for first class freight shipped from Ohio crossings to points in the Southeast, or an increase of 105 per cent, over the rates that were in effect in December, 1915. The rate now in effect is \$1.19 for first class freight.

Railways have given as their reasons for the increase that the additional revenue was not the aim, but the purpose was to make rates more uniform with those existing in other parts of the country. The shippers contend that the railways are not justified in making any additional increases, as they have already received the increase authorized by the Interstate Commerce Commission, effective August 26, 1920.

Rates in effect now from Ohio crossings are \$1.19 for first class, \$1.02 for second class, 89½ cents for third class, and 74 cents for fourth class. Rates proposed are \$1.44 for first class, \$1.24 for second class, \$1.09 for third class, and 92 cents for fourth class.

### Opposes Indiana Truck Tax

INDIANAPOLIS, Jan. 26—Additional tax on motor trucks as proposed by the State Legislature now in session is opposed in a public statement issued by William S. Frye, of Indianapolis, president of the Indiana Highways Transport Assn. Legislation directed at heavier taxation on motor trucks would be expensive in the end, Mr. Frye said, because it would retard the development of the highways as a means of transportation. He asserts the suggested taxes are excessive and would not permit the right development of the motor truck as a carrier and as a transportation servant of the State.

### Atlanta Warehouse Fires

ATLANTA, GA., Jan. 26—Damage estimated to exceed \$250,000 was caused by fire to-day in the Atlantic Coast Line warehouses at Savannah, Ga. The warehouse of the E. Ness Co., the Blum Dimmitt Co., and the Fruit Products Co., suffered the heaviest damages.

Loss of about \$20,000 was caused by a fire which partly destroyed the warehouse of the Atlanta Cotton and Bag Co. here last night. The building was used for storage of cotton and cotton waste.



## MANY PORTS BID FOR WAREHOUSING PROJECT

**A. H. Greeley Announces Offers for  
\$100,000,000 Development  
Planned for New York**

NEW YORK, Jan. 10—Alton H. Greeley, Cleveland, president of the American Chain of Warehouses, told members of the City Club here to-night that if the city of New York was not prepared to accept his offer to construct a \$100,000,000 warehousing and industrial development along Jamaica Bay, then there were other Atlantic seaboard cities prepared to do business.

"Since my proposal has been made public I have been deluged with offers all along the Atlantic Coast and even on the Gulf bidding for the port terminal which would serve as the outlet for 100 and more warehouses in the chain operated as the American Chain of Warehouses," Mr. Greeley was quoted as saying.

"Three of these cities, West Point, Va.; Baltimore, Md., and Wilmington, N. C., have gone so far as to offer free grants of land; while others, including Savannah, Ga.; Newark, N. J.; Philadelphia and Newport News have expressed themselves either officially or through their Chambers of Commerce as being desirous of assisting me in every way should I desire to transfer my proposed terminal from New York.

"I do not want anyone to regard my remarks as a threat; I merely want to make it clear that other ports are trying all the time to cut under New York as a port. But New York is the logical place for our terminal and we want to locate it here.

"Under the terms of my proposal, the City of New York does not involve itself in the expenditure of any money for the sole benefit of the property to be leased. The lease provides for the extension of Flatbush Avenue from its present terminus to the bulkhead line of Barren Island, an improvement which the city has long contemplated and which will have to be done for the benefit of other property in the vicinity, much of which is owned by the city. It is obvious that the money spent on this extension will come back to the city immediately upon the completion of the improvement through the increased value of the city's own land and the taxes on property thus benefited. The city will obligate itself to dredge the channel in front of the property, but for this it will be reimbursed by the Federal Government under terms of an agreement drawn ten years ago. The city also will be asked to grant a right of way for a railroad to the property.

"Concretely, I will bind myself and my associates, and I will give a bond for faithful performances, to expend \$14,000,000 on improvements in the first ten years, which will include the construction of six modern piers, 5000 feet of bulkheading, the laying out of more

than twelve miles of streets—ultimately there will be thirty-six miles—and the construction of warehouses, industrial plants and railroad classification yards.

"It is our intention to cover the entire waterfront with piers and warehouses, equipped with the latest labor-saving devices."

The Greeley proposal, as at present before the Board of Estimates, is under consideration by a special committee of the Board, of which F. H. La Guardia, president of the Board of Aldermen, is chairman. Edward Riegelmann, president of the Borough of Brooklyn, and Maurice E. Connolly, president of the Borough of Queens, are members. It has already held one hearing on the project and is expected to report its findings shortly to the Board.

## Dilatory Uncle Sam

THE warehouse industry has not been fairly treated by the Washington authorities charged with enforcing the Federal prohibition laws. Storage executives were entitled to be told where they stood in relation to the storing of liquors for customers. Washington has procrastinated and the result has been loss of revenue for warehousemen.

Fruitless efforts have been made by associations in the industry and by warehousemen individually to obtain a ruling from John F. Kramer, Prohibition Commissioner at Washington. Mr. Kramer has indicated that the desired information would be forthcoming soon—but "soon" has become elastic, the information has been withheld and warehousing left in the dark.

Of course it is possible that Mr. Kramer distributed a decision by mail. If he did it may reach warehousemen before July 4.

## CONGRESS GETS MEASURE FOR FEDERAL ROAD AID

WASHINGTON, Jan. 28—A bill authorizing the appropriation of \$100,000,000 for Federal aid in the construction of post roads and other highways, has been reported out by the House Committee on Good Roads. It further provides for an additional sum of \$3,000,000 for national forest roads and trails.

The proposed legislation would allow reduction in the ratio of States where the percentage of total public land area exceeds ten per cent of the total area of all the lands in the State. This proviso is especially used in Western States.

## First Warehouse Co. Organizes

LOS ANGELES, Jan. 6—The State Railroad Commission has authorized the First Warehouse Co. of this city to issue \$10,000 in stock.

## FEAR TIRE SHORTAGE AT PRESENT OUTPUT

**Production Now Estimated at  
Only Fourth of Consumption—  
January Business Heavy**

AKRON, Jan. 31—Estimates prepared by rubber manufacturers of Akron indicate that the country will be faced by a tire shortage, possibly by March 1, unless tire production is increased materially at once.

Great inroads have been made into the surplus of tires, estimated conservatively at 10,000,000 last September, and actual production of tires now is only one-fourth of consumption, according to estimates prepared by the B. F. Goodrich Co. Tire production, according to Goodrich estimates, has been at the rate of not more than 8,000,000 tires a year, or about 660,000 a month since last September.

Although tire sales are admitted to have slumped, due to the financial depression, business is improving, as indicated by the fact that Akron tire factories expect to do more than \$50,000,000 worth of business this month.

Based upon the reports of January business booked by Akron tire companies, and upon the estimates of the Goodrich company that 32,000,000 tires are needed this year to equip the 9,295,252 motor vehicles now in use in America, the monthly demand is 2,000,000 tires in excess of actual production.

The open winter has been largely responsible for the present improvement noted in the tire situation.

## Would Build D. A. R. Highway

WASHINGTON, Jan. 27—Congressman Zihlman of Maryland has introduced a bill providing for a national ocean-to-ocean highway over the pioneer trails to be known as the Daughters of the American Revolution Old Trails Act. It provides that the Government should pay half the cost of constructing and repairing the roads.

## South Carolina Warehouse Chartered

CHESNEE, S. C., Jan. 6—The Chesnee Bonded Warehouse Co. has received a charter to conduct a general warehousing business here. Capital stock, \$20,000. V. A. Hatchette is president and J. F. Ezell secretary and treasurer.

## New Brooklyn Company

BROOKLYN, Jan. 8—The McKeon Transportation Co. has been organized here, with \$10,000 capitalization, to conduct a general warehousing and trucking business.

## New Yakima Warehouse

YAKIMA, WASH., Jan. 18—A household goods warehouse will be opened here by Miller & Lenington. The concrete building formerly occupied by the Signa Motor Co. has been purchased for this purpose.



## MISSOURI WAREHOUSEMEN PLANNING STATE BODY

### Good Roads Program and Possible Supervision Considered Sub- jects for United Action

KANSAS CITY, Jan. 29—Kansas City warehousemen through their local association are endeavoring to organize a State body which would take in the merchandise, household goods and cold storage interests. At present only two warehousemen's organizations exist in Missouri—the Kansas City body, with members identified with all three classes of the business, and a St. Louis association of household goods men only. It is understood here that St. Louis merchandise warehousemen are planning to organize.

The Kansas City men believe the time has come for a strong State body built along the lines of the Minnesota and Illinois associations, to take up cost accounting and other warehousing problems in a constructive way. The initiative was taken here on Jan. 9, when a conference of Kansas City warehousemen was held and Daniel Bray, president and general manager of the Monarch Transfer & Storage Co., was made chairman of a committee to work out details.

Mr. Bray has since communicated with warehousemen throughout Missouri, and he has received so many favorable replies from storage executives in St. Louis, Joplin, Springfield, St. Joseph and Marshall that the indications are that a State organization will be formed within a month or so. In his letter Mr. Bray set forth what he declared were two fundamental reasons for a Missouri association, as follows:

"First, we have passed through perhaps the greatest era of prosperity in the last three years that our business has ever experienced. . . . We have almost gotten our prices up to standard for the service we are rendering. A great many other lines must reduce their prices. The public clamor might call for a reduction in ours. We may be subjected to the control of a State Public Utilities Commission, as now exists in other States. This we should avoid with the full vigor of our combined fighting efforts in the State Legislature without stint or limit, and therefore I believe you can readily see where an association would be of untold benefit to us on that one point.

"Second, the voters of the States of Missouri and Kansas voted on Nov. 2 a bond issue of \$60,000,000 each for the purpose of constructing hard surfaced roads throughout the State. These roads will unquestionably be built and maintained under special legislation enacted by the next State Legislatures. The accomplishment of this great road system might affect our business materially in the transporting of all kinds of freight from one city to another, and possible inter-State in so far as the State of Kansas is concerned. In any event, we should be active in securing legislation whereby, if these hard roads will receive a liberal portion of the transportation of all kinds of freight by truck, we

might secure favorable legislation for us to control as large a part of that business as possible."

### U. S. Leads in Trailer Industry

WASHINGTON, Jan. 31—American consuls in all parts of the world have reported to the State Department on the possible market for motor truck trailers manufactured in the United States. These reports show that this country is far in advance of all other countries in the use of this economical aid to highway transportation, notwithstanding England was first to adopt the principle of trailer transportation and there are about a score of trailer manufacturers in Europe, located in England, France, Italy, and Germany.

The United States, with about 75 trailer makers and probably 50,000 trailers in use, leads the world in this new industry. Trailers are being exported in limited numbers from this country to many parts of the world, including Canada, the West Indies, some South American countries, England, Scandinavia, West and South Africa, the Philippines and even China.

## FROM PRESIDENT TO PRESIDENTE

ON the day when the delegates to the San Antonio convention of the Central Warehousemen's Club crossed the Rio Grande and spent festive and busy hours in Nuevo Laredo, on Jan. 21, the following telegram was sent by Sidney A. Smith, the Central's new president, to "Presidente Constitucional de los Estados Unidos Mexicanos"—General Obregon:

"The members of the Central Warehousemen's Club of the United States of America, spending the day in Nuevo Laredo, desire to express to yourself, to the governor of Tamaulipas, to the mayor of Nuevo Laredo and to the people of Mexico our highest appreciation of the courtesies extended to us and wish for the Mexican nation long life and prosperity in abundant measure."

### Gasoline Prices Drop

NEW YORK, Feb. 3—Announcement of reduction in prices of gasoline and crude oil in virtually all the eastern and midwestern territory have been made this week by the various oil companies. This follows other cuts made in the past few weeks. The first reduction thus far made in the New York and New England territory was announced by the Standard Oil Co. of New York, which marked down motor gasoline 1 cent a gallon. The Standard Oil Co. of New Jersey also announced a cut of 1 cent, the second in the past two months.

## WAREHOUSEMEN HELP FRAME VEHICLE ACT

### C. A. Aspinwall Leads Fight Against Reducing Maximum Truck Load Under Pro- posed Law

WASHINGTON, Jan. 14—Efforts by highway officials in Maryland and West Virginia to put size and weight restrictions on motor vehicles fell flat under the opposition of the National Furniture Warehousemen's Association, co-operating with the National Automobile Chamber of Commerce and associated organizations. The proposal to revise the tentative uniform vehicle act by designating 20,000 pounds as the maximum load was voted down at the National Highway Traffic Conference held here this week.

The net result of the deliberations, in which thirty organizations participated, was the drafting of principles of a uniform vehicle act which differed but little from the proposed uniform vehicle law sponsored and endorsed last year by the Motor Vehicle conference committee consisting of the National Automobile Chamber of Commerce, American Automobile Association, National Automobile Dealers' Association, Rubber Association of America and the Trailer Manufacturers Association of America.

C. A. Aspinwall, president of the Security Storage Co., of this city, opposed all suggestions to modify the 28,000 pound maximum as mentioned in the original draft approved by the automotive organizations.

### Reduction "Unwise"

It was on article 6 of the proposed principles that Mr. Aspinwall centered his fight. He declared that reduction of the maximum to 20,000 pounds was unfair and unwise. Furniture warehousemen and other industries using seven-ton trucks would find it almost impossible to operate. Representatives of the automotive industries assisted the warehousemen in defeating the proposal. There is no designated weight mentioned in the principles as accepted by the conference. The approved article reads:

"Except under special permit from the proper authority, with or without designation of route to be traversed, no motor vehicle or tractor should be operated on a public highway which, including its load, exceeds in width, height, length and weight certain prescribed specifications, and no combinations of vehicles which consists of more than a fixed number of vehicles should be so operated.

"Except under special permit from the proper authority, no motor vehicle or tractor should be operated on a public highway which has more than a specified load on any one wheel or any one axle, nor any motor vehicle which has a weight resting upon the highway of more than a specified number of pounds upon any inch of width of tire, pneumatic, or solid other than metal, or metal, or the rolling or moving surface of rollers, wheels, or other object coming in contact with the surface of the highway."

## ANNUAL FEE BY CHICAGO MOVERS

### Text of Municipal Ordinance Under Which Household Goods Plants Are Inspected Yearly

CHICAGO, Jan. 8—Following is the text of the municipal ordinance which provides for the annual inspection of furniture warehouses. In 1912 the City Council passed an ordinance creating a Bureau of Fire Prevention and Public Service, and this was recently amended by adding thereto the following sections:

"104m. (Furniture Warehouses Defined.) For the purpose of this ordinance a furniture warehouse is herewith defined to mean any building, room, enclosure, structure or establishment used for the storing, for hire or compensation, of furniture, pianos, or household goods, or for the assembling, crating and forwarding of such goods or wares."

"104n. (Annual Inspection—Fee—Penalty.) Every furniture warehouse operated or maintained in the City of Chicago shall be inspected under and by the authority of the chief of the bureau of fire prevention and public safety at least once every year. Such inspection by the chief of the bureau of fire prevention and public safety shall be made for the purpose of determining whether or not such furniture warehouses comply with all of the laws of the State of Illinois and ordinances of the City of Chicago relating to fire prevention and public safety in case of fire, and for the purpose of determining if such establishments are so dangerous as to constitute a nuisance, or to be a menace to the safety of the public, or to adjoining property.

### Safeguards

"The Commissioner of Health shall make such inspections of furniture warehouses as he deems necessary for the purpose of determining whether such establishments and the furniture and household goods stored therein are kept free from vermin, and if any of the goods or articles are contaminated with or have been exposed to contamination, with, or are harboring any germs of tuberculosis, or anything of a contagious or infectious nature; and also for the purpose of determining if proper and adequate toilet facilities are provided for employees and for the public wherever necessary, and whether or not all of the laws of the State of Illinois and ordinances of the City of Chicago relating to health and sanitation applying to such establishments have been complied with.

"It shall be the duty of every person, firm or corporation maintaining or operating any furniture warehouse, as defined in Section 104n, to pay to the City Collector annually, on the first day of December, an inspection fee, as follows, based upon the total gross floor area, exclusive of the basement space, for all furniture warehouses maintained or operated in the City of Chicago by such person, firm or corporation:

Less than 25,000 square feet...	\$ 50.00
25,000 to 50,000 square feet...	75.00
50,000 to 75,000 square feet...	100.00
75,000 to 100,000 square feet...	125.00
100,000 to 150,000 square feet...	150.00
150,000 to 200,000 square feet...	175.00
200,000 to 300,000 square feet...	200.00
300,000 to 400,000 square feet...	225.00
More than 400,000 square feet...	250.00

"104o. Penalty.) Any person, firm or corporation maintaining or operating any furniture warehouse, as provided in this ordinance, within the limits of the City of Chicago, contrary to the provisions of this ordinance, shall be fined not less than ten dollars nor more than two hundred dollars for each offense, and every day that a violation of this ordinance shall occur shall constitute a separate and distinct offense."

SECTION 2. This ordinance shall take effect and be in force from and after its passage and due publication.

### Saskatchewan Outlines a \$24,000,000 Road System

SASKATOON, SASK., Jan. 17—Plans for the construction of 1607 miles of paved highways throughout Saskatchewan have been evolved by C. J. Yorath, city commissioner of Saskatoon, and will be laid before the provincial government for consideration. The program of road building, it is estimated, would cost \$24,000,000. It provides for a pavement fifteen feet wide on all highways and the gradual recovery of the money expended by a system of toll-gates such as are still in use on turnpikes in certain American States. California's paved automobile highways are suggested as the model.

### Wool Storage Estimates

BOSTON, Jan. 1—Estimates as to the amount of wool held in storage in this country show considerable variance. One by Dr. S. W. McClure of the National Wool Growers' Association puts the amount at 996,000,000 pounds. This is said to be deemed too high a figure by the Boston wool trade. An estimate obtained by the Boston News Bureau from "a well informed and unbiased source" is that it approximated 645,000,000 pounds on Dec. 1 last.

### Onion Storage Estimate

AMHERST, MASS., Jan. 1—Fourteen hundred carloads of onions are stored in the Connecticut Valley, according to Dr. R. J. McFall, marketing specialist of the Massachusetts Agricultural College. Besides 1312 carloads of 250 sacks each held in warehouses, he estimates there are more than 105 carloads in cellars and barns scattered over the valley.

### Lansing-Detroit Truck Route

LANSING, MICH., Jan. 1. — The Hughes Moving Co. is operating a Transport truck of 5000 pounds capacity regularly between Lansing and Detroit, averaging ten miles per gallon of gasoline with full loads on truck.

## WAREHOUSES CLOSE DURING WAGE DISPUTE

### Cleveland Drivers and Chauffeurs Demand Increased Wages—An Agreement Expected Soon

CLEVELAND, Feb. 1—(By Telegraph)—Warehousemen who are members of the Cleveland Van Owners' Association closed their plants to-day to await the outcome of negotiations for a new wage contract demanded by the Cleveland local union officials. Approximately 400 teamsters and chauffeurs are identified with the local and are now idle.

Indications are that a new agreement will be reached shortly under which the employees would receive a slight increase in pay. This settlement would call for a contract which would be in effect for about one year only, expiring on Feb. 1, 1922.

### Efficiency to Bring Wide Use of Trucks

CLEVELAND, Jan. 29—Windsor T. White, president of the White Motor Co., and chairman of the National Motor Truck Committee of the National Automobile Chamber of Commerce, in giving a review of what the motor truck is doing toward transporting freight of the country, says that more than 10,000 regularly established rural motor express lines are in operation and the number is increasing constantly.

At such centers as New York, Cincinnati, Minneapolis, Cleveland, St. Louis and Grand Rapids, motor freight terminals have been established. These exercise important influence on transportation and production. In Cincinnati alone 66,000 cars were released for through traffic; shipments that took four days by railroad cars from one part of Cincinnati to another were transferred in four hours by truck.

The conditions of competition for motor transportation at present are different from those which stimulated the rapid increase in the use of trucks during the war. Except for perishable goods, time is the only consideration. The older transportation systems will eventually adjust their facilities to accommodate the traffic for which they are best adapted so that the motor truck must bid for business on the basis of efficiency alone.

### Petroleum Stocks Increase

WASHINGTON, Jan. 31—Oil production in the United States in 1920 totaled 443,402,000 bbl., while consumption reached the unprecedented total of 531,186,000 bbl. Despite the excess of consumption over production, the end of the year showed a net increase in petroleum stocks of more than 10,000,000 bbl.



## LEONARD INTERESTS BUY "OUR OWN DELIVERY CO."

**Detroit Warehousing Corp. Acquires Buffalo Plant as Eleventh Unit of Storage Chain**

BUFFALO, N. Y., Jan. 24—Purchase of Our Own Delivery & Storage Co. at Front Avenue and Georgia Street, Buffalo, has been made by the Leonard Warehouses, Inc., of Detroit, it is announced by the Harrison Real Estate Corp., Buffalo, through which the deal was completed.

This means that the large and modern plant of the local storage company becomes a branch of the second largest furniture storage warehouse corporation in the United States, making the eleventh large warehouse property owned or controlled and operated by the Leonard Warehouses, Inc. Also the transaction establishes an added connecting link in the transportation and warehousing business between the City of the Straits and Buffalo at the lower end of the Great Lakes.

Negotiations for the purchasing interest were conducted by T. Y. Leonard, president of the Leonard Warehouses, Inc., and for the selling interests by Marcus G. Benjamin, who for twenty years has directed the growth and development of the business of Our Own Delivery & Storage Company until it has become known in shipping circles from coast to coast. Back of both corporations there is the story of small beginnings, aggressiveness and achievement.

The Leonard interests had their beginnings when the late H. J. Leonard, Jr., in 1887, with \$500 borrowed capital, purchased a small feed store in Detroit. There was no thought then of moving or storage of household goods, but to help out the income of the little feed business odd jobs were taken, and in this way Mr. Leonard drifted into the handling of trunks and express shipments. A small truck was obtained and then a van as the hauling business grew. Still later, inquiries for storage led him to rent the second floor of a small building at 685 Woodward Avenue in Detroit.

T. Y. Leonard, now president of the Leonard Warehouses, Inc., joined his brother as partner in 1891, and the firm of Leonard Bros. was formed.

In 1905 the firm was incorporated under the name of Leonard's Reliable Storage Company, and A. A. Leonard, son of H. J. Leonard, Jr., was admitted to the firm.

The corporation name in 1915 was changed to the Leonard Warehouses, Inc.

Last year the Leonard Warehouses, Inc., acquired the controlling interest of the Detroit Storage Company, operating a fireproof warehouse, nine stories and basement, 75 by 110 ft., with silver and safe deposit vaults at East Grand Boulevard and Beaubien Street, and also a five-story, non-fireproof warehouse at Gratiot and Seyburn avenues. After taking control, the stables of the latter company were transformed into a two-

story, reinforced concrete warehouse, 37 by 130 ft.

Our Own Delivery & Storage Company had its beginning in Rochester in 1895 under the firm name of Loomis & Benjamin. In 1901 Marcus G. Benjamin came to Buffalo to open a branch and entered the delivery field here. A small stable in Pearl Street, between Chippewa and Tupper, was leased and it was in this place that the Buffalo business was started with accommodations for only a few wagons.

The business expanded so rapidly that the old Cyclorama building in Edward Street, rear of the Teck Theater, was secured almost immediately and Our Own Delivery & Storage Company was organized in 1901. The Cyclorama was then a five-story structure and used for storage as well as stable purposes.

The Cyclorama was considered an unlucky structure, but Our Own Delivery & Storage Company continued to grow until the building was condemned and three stories had to be removed, and Our Own Delivery & Storage Company had to seek larger quarters.

In 1903 the company erected its present storage warehouse at the southeasterly corner of Front Avenue and Georgia Street, having a frontage of 148 feet on the former and 124 feet on the latter. The two buildings occupying the entire site are five and three stories, cover 75,000 square feet of floor space, and when built was classed as the finest storage warehouse in the State.

Mr. Loomis retired from the business in 1906 and the late A. E. Benjamin of Rochester was president until his death in March, 1916, being succeeded by his brother, Morris H. Benjamin of Rochester, who was president of the company until the entire capital stock of the corporation was sold through the Harrison Real Estate Corporation to the Leonard Warehouses, Inc.

The Leonard Warehouses, Inc., now own and control in Detroit seven fireproof warehouses having 277,200 square feet of floor space. The Our Own Delivery & Storage Company branch in Buffalo, just acquired with its 75,000 square feet of floor space, gives the intercity holdings of the Leonard Warehouses, Inc., a total floor area of 482,100 square feet, or more than eleven acres of warehousing space for the storage of household goods.

The amount of the purchase price is not made public.

### Death of C. A. Morris

ATLANTA, GA., Jan. 21—Charles A. Morris, manager of the Morris Transfer & Storage Co., and for many years a widely known Atlanta business man, died to-day at a private sanitarium in Atlanta. He was fifty-nine years old.

### Warehousing in Jugo-Slavia

In Jugo-Slavia merchandise may not remain in customs warehouses longer than ten days.

This is an official order by the Minister of Finance.

## KANSAS CITY ASS'N.

### ADOPTS CONSTITUTION

KANSAS CITY, MO., Jan. 15—The Kansas City Warehousemen's Association has adopted a "real constitution," a step forward in efficient organization work that is a matter of special pride to the members. Heretofore the warehousemen have planned work and transacted business as necessity for one or another line of activity arose. They have worked together harmoniously and efficiently because they liked to work together, and to get things done, the entire membership participating, as convenient, in any project, and committees being formed informally for any special task. Under the definite machinery for organization work, there will be stated committees, regular meetings, and detailed programs for each line of activity.

An important element in this machinery is the designation of three departments of the association, each with a committee to look continually after its interests. These three departments are for merchandise, for household goods, and for cold storage merchandising. The two interests first named have heretofore functioned together the cold storage interests have only recently been added, the three cold storage houses now being members of the local association.

Important committees provided for in the new constitution and by-laws include advertising, arbitration, entertainment, membership and legislative, so that throughout the year these subjects will be definitely assigned to the attention of certain members. Regular meetings are assigned for the third Friday in each month—these being luncheon sessions.

### Quincy Co. Increase Capital

BOSTON, Jan. 29—The Quincy Market Cold Storage and Warehouse Company's reports to the Massachusetts Commissioner of Corporations an increase in capital stock from \$3,750,000 to \$4,750,000 through an issue of 5000 additional shares of common stock, and 5000 additional shares of 5 per cent cumulative preferred, all of \$100 par, to be offered to stockholders of record of Dec. 20 for cash at par, one-fifth of one new share for each old share of common held.

The proceeds will pay debts incurred in enlarging the plant. The capital is now represented by 17,500 shares of preferred stock and 30,000 shares of common.

### East Coast Co. to Expand

NEW YORK, Jan. 25—The East Coast Warehouse Co., Inc., has published a new rate tariff for the benefit of local and distribution work, showing exactly the cost of warehousing and each charge connected, together with information which will enable the shipper to bill his goods to the most convenient New York railroad pier connection.

This company in the near future expects to expand its connections in many other large cities in the United States, in association with its distribution work.



## SISAL IN FIRE RUINS A WAREHOUSING PROBLEM

NEW ORLEANS, Jan. 10—A peculiar situation exists in connection with the destruction by fire of a warehouse of the Appalachian Corp., Inc., some months ago.

In the structure at the time were 36,000 bales of sisal, worth \$800,000. This was damaged. It is still in the ruins.

Recently a request was made by Commissioner of Public Safety Ray to State Fire Marshal W. M. Campbell that the ruins be cleared away. The Commissioner held that the ruins constituted a hazard and that the Appalachian Corp. should be compelled to remove them.

In reply, Louis B. Magid, president of the Appalachian, has issued a public statement explaining that after the fire the sisal became the property of insurance companies, which subsequently disposed of it to a syndicate. Mr. Magid said the Appalachian had notified the present owners of the sisal that they would be held responsible for \$1,000 a day for the further time the sisal remained in the ruins. The statement adds:

"The Appalachian Corporation has at its own cost removed all the debris on the streets and the passage for vehicles is free and clear, but has not the power to remove the sisal, which we consider a nuisance."

Meanwhile the Appalachian is anxious to put up a new warehouse but the reconstruction work is being delayed by the presence of the sisal.

### Increased Kansas City Activity

KANSAS CITY, MO., Jan. 22—January has been a more active month than December for warehousemen in Kansas City, a resumption of incoming shipments being noted, together with some relief from the congestion of space caused by the temporary lull in outgoing shipments. The shipping and movement out for local distributors was not in large units, wholesalers taking in lots much smaller than usual, and evidently not storing much in their own warehouses for current business.

Retailers of the territory have been spending more time on inventory than usual, and have not been buying, nor receiving salesmen. As a result, selling pressure has been light; and many houses will not send men into the territory until around the first of February. There will be an accumulation of business for the salesmen to handle, and an unusually large volume of shipments is expected from Kansas City warehouses in February and March.

### South Carolina Warehouses Increase

COLUMBIA, S. C., Jan. 17—According to the annual report of J. Clifton Rivers, State Warehouse Commissioner for South Carolina, the system under his supervision has grown from 175 warehouses during last summer to 829 at the end of December. During the same period the number of bales of cotton stored increased from 14,000 to 164,000.

Loss from warehouse fires in South

Carolina during the year amounted to \$81,000. There were three fires, the largest of which was at Orangeburg, loss amounting to about \$65,000.

### Election Deferred

KANSAS CITY, MO., Jan. 10—The annual election of officers of the Kansas City association, usually held in January, has been postponed until after the Central Warehousemen's Convention. L. T. Crutcher has been president for four years.

### Death of E. H. Yale

EL PASO, TEX., Jan. 1—E. H. Yale, manager of the Western Transfer & Storage Co. of this city, died here yesterday.

## OHIO WAREHOUSING MAY BE STATE-CONTROLLED

COLUMBUS, OHIO, Jan. 17—At a meeting of the legislative committee and executive officers of the Ohio Association of Commercial Haulers here to-day a legislative policy was outlined. With the Ohio Legislature in session and the hopper already full of bills, it was believed to be wise to have matters in the legislative halls watched closely. In fact two measures are already pending which have attracted the attention of haulers and storage men and these will be given attention.

One of the bills pending, Senate Bill No. 30, provides that the present laws be so amended to make the term public utility cover transfer, transportation and storage companies. It provides that any person, or persons, firm or firms or co-partnership or corporation which is engaged in transporting passengers, merchandise or other property over the public highways shall come within the meaning of the term "Public Utility" and as such the Ohio Utilities Commission would have the power to determine yearly the gross receipts of the company or firm for the purpose of taxation. This bill is strongly opposed by the State association and the local affiliated associations.

The other measure, Senate Bill No. 34, provides that all loads handled on the highways, streets and alleys of the State shall conform to a certain schedule of width of tire and weights. In vehicles having rubber tires a load of eight hundred pounds for each inch of the total width of all tires is permitted. It provides that in measuring tires the narrowest part of the tire shall be taken. In case of pneumatic tires, the width is the narrowest point of the tire when inflated. This bill is opposed as not reasonable as far as truck loads are concerned, and would cut down the loads now habitually carried on trucks and inter-city transportation vehicles.

### Boston Company Retires

BOSTON, Jan. 21—Announcement is made of the discontinuance of Old Dock Public Storage & Warehouse Co. as a public warehouseman within and for the city of Boston. The company has resigned the office.

## PERSONNEL CHANGES IN PENN. WAREHOUSE

H. A. Beutenduefel and W. V. Little Promoted, and Railroad Will Co-operate with A. W. A.

PITTSBURGH, Jan. 1—Changes in the personnel of the warehousing interests of the Pennsylvania System went into effect to-day. Henry A. Beutenduefel is appointed superintendent of the Duquesne Warehouse Co., Pittsburgh, and of the Keystone Warehouse, Harrisburg. Wilson V. Little is appointed superintendent of the Western Warehouse Co., Chicago. Mr. Beutenduefel and Mr. Little now have charge of the operation of the Pennsylvania's warehouses in their respective territories.

Robert L. Spencer, Pittsburgh, is warehouse superintendent for the Pennsylvania, and the changes announced relieve him from active supervision over the Pittsburgh, Harrisburg and Chicago storage properties.

The promotions of Mr. Beutenduefel and Mr. Little mean that a closer relationship will be worked out between the shippers and the railroad's warehouse companies and if possible between the Pennsylvania's plants and the American Warehousemen's Association. Careful study will be made of the warehousing requirements of the Pennsylvania, with the thought that future development and enlargement of facilities, dependent upon the demand, will be encouraged and perpetuated.

Close attention will be given to the establishment of storing and handling rates more nearly compatible with those recommended by the American Warehousemen's Association. Mr. Spencer's headquarters will be continued at Pittsburgh, with new offices to be opened soon.

### Death of G. R. Barclay

GRAND RAPIDS, MICH., Jan. 10—The body of George R. Barclay, for many years head bookkeeper at the Hebard Storage Warehouses in Chicago, was to-day buried here, his former home. Funeral services in Chicago were followed by services here.

The pallbearers at the Grand Rapids services were A. H. Shank, secretary and manager of the Shank Fireproof Storage Co.; C. S. Holt, of the Holt company; F. H. Elston, of the Elston Storage & Packing Co.; Edward Zewelkink and John Zewelkink, of the Columbia Storage & Transfer Co., and Everett M. Radcliffe manager of the Radcliffe Storage Co., all of Grand Rapids.

### Galt Block Co.'s Expansion

PORTLAND, ME., Jan. 5—The Galt Block Warehouse Co. has purchased the five-story brick block at 33-35 Commercial Street, across the street from the storage firm's structure. John S. Sawtelle, manager, said the company had been in need of more storage space, and the building now purchased will be altered, new floors added and an elevator installed.

## CROOKS TO POPULARIZE OWN NAME IN INDUSTRY

CHICAGO, Jan. 12—The Crooks Terminal Warehouses is the new name selected for the Chicago Storage & Transfer Co. at 5801-5967 West Sixty-fifth Street.

The change is made for two reasons: first, the similarity between the old name and the titles of some other Chicago warehouses; second, the personal supervision applied to operating the firm's business by H. D. Crooks caused Mr. Crooks to decide to popularize his own name in the industry and among shippers, inasmuch as he organized the business about eight years ago and has since been its proprietor. Under the new name there will be no change in management. In a statement issued announcing the new title, Mr. Crooks said:

"Our plant consists of all modern buildings especially constructed for the storage of almost any class of merchandise, with the very latest hoisting and conveying machinery for the rapid handling of freight. The modern type of building carries insurance rates as low as fifteen cents. Located on the Belt Railway of Chicago enables this warehouse to make less than carload shipments to all trunk lines without the expense of cartage. For this reason it is now serving a great number of out-of-town firms as a distributing point for pool cars, which means a great saving to the shipper. Our plant is equipped also with its own up-to-date garage and a fleet of Packard trucks for local deliveries and pick-ups."

Mr. Crooks has had years of experience in warehousing in Chicago and plans to develop his plant into one of the largest and finest storage businesses in the country.

### Death of D. W. Foiles

NEW YORK, Jan. 11—Daniel Webster Foiles, engaged in forwarding business, died to-day at his Brooklyn home, aged 56 years.

### Warehouse Fire

LANSINGBURG, N. Y., Jan. 9—A warehouse owned by the Great Eastern Storage Corp., and stocked with textiles, was destroyed to-day by fire.

### Transportation Corp. Formed

PHILADELPHIA, Jan. 11—To combat high railroad freight rates and to insure speedy transportation of farm products to Philadelphia and Wilmington and points in lower Delaware, a new corporation with an authorized capital stock of \$500,000 has been formed at Smyrna, Del., the main offices to be in Wilmington. It will be known as the Wilmington & Suburban Transportation Corp., and fifty trucks will be operated over two routes. One route will take in all the towns between Philadelphia and Wilmington and Delmar; the other will start from Smyrna, taking in Frederick, Milford, Georgetown and Millsboro, terminating at Selbyville.

The officers of the corporation are

James F. Casperson, president; Albin F. Pyle, vice-president and general manager; Paul T. Pennock, secretary; Leslie R. Casperson, treasurer; George E. Megee, assistant general manager.

### A. W. A. Membership Changes

PITTSBURGH, Jan. 10—The Fireproof Storage Co., Cincinnati, has resigned from membership in the American Warehousemen's Association, it is announced by Charles L. Criss, general secretary. The Ninth Street Terminal Warehouse Co., Cleveland, associated with the merchandise sub-division, has taken out membership also with the cold storage branch.

PEORIA, ILL., Jan. 1—For the members of the Shippers' Warehousing and Distributing Association stickers have been designed by John Simon, president, for use on letter heads, warehouse orders and envelopes. These are being printed and cost \$2 a thousand. The stickers, design shown herewith, are made in sets of four, with perforations between.

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Members of  
**SHIPPERS WAREHOUSING AND  
DISTRIBUTING ASSOCIATION**  
Headquarters:  
239 W. 39th St. New York, N. Y.  
\*\*\*\*\*

Copies may be obtained by addressing Mr. Simon, care of Keystone Steel & Wire Co., Peoria, or the secretary, Kent B. Stiles, care of *Distribution & Warehousing*, 239 West 39th Street, New York City.

## BINYON-O'KEEFE CO. BUYS WAREHOUSE AT HOUSTON

FORT WORTH, TEX., Jan. 25—The Binyon-O'Keefe Fireproof Storage Co., Fort Worth, has purchased the American Warehouse Co. of Houston and will operate it under the name of the Binyon-O'Keefe Fireproof Storage Co.

W. J. Binyon, Jr., president of the organization, has taken charge of the Houston plant and will operate also a pier warehouse at Galveston. The Fort Worth plant will be managed by Roy Binyon.

The Houston and Galveston plants were established to handle distribution business originating along the eastern seaboard that would logically be shipped by water direct to those two ports.

### New California Warehouse

ANAHEIM, CAL., Jan. 1—A public warehouse was opened here to-day, conducted by the Anaheim Orange & Lemon Association. Household goods, automobiles, machinery and all kinds of merchandise will be stored.

## TESTING BOX CARS FOR COLD STORAGE

Government Is Experimenting as to  
Practicability of Substitute  
for Refrigerator Car

WASHINGTON, Jan. 1—The Bureau of Markets of the Department of Agriculture is co-operating with the Wenatchee Valley Traffic Association to ascertain whether an ordinary box car can be made to take the place of a refrigerator car when the latter cars are not obtainable. The tests are being conducted with four box cars, each equipped with a different method of ventilation and a refrigerator car under standard ventilation, to provide a means of comparison.

The first box car has a ventilator cut in each end. The second has the side doors open 8 inches. The third has one side door open with a 6-in. baffle, to shoot the air into the car, and the fourth box car has no ventilation whatever. Delicate equipment records the air currents and temperatures and an accurate chart is kept. In publishing the preliminary report of the experiment, which is not entirely completed, the Bureau of Markets says that the use of ordinary box-car equipment under any sort of ventilation will not prove satisfactory for shipping boxed apples. Such produce can be safely shipped by box cars only when the weather ranges from temperate to cool. The ordinary box car provides no protection whatever against changes in external temperature. The best means of ventilation is to open both doors 8 inches, so fastening them as to prevent robbery.

About 1300 cars of boxed apples shipped in box cars were injured by freezing last year, and fruit growers sustained a loss of approximately \$1,000,000.

### Slump in Central Ohio Storage

COLUMBUS, OHIO, Jan. 27—The transfer and storage business in Columbus and central Ohio has ruled rather quiet during the past month. Following the holiday period the slump has become more pronounced until it is at a rather low point. But this is to be expected under the circumstances, as business conditions generally are quiet and the transfer and storage business reflects general industrial conditions.

Most of the Columbus transfer and storage people believe business was at its lowest ebb during the latter part of January and a gradual improvement is expected from this time on. They argue that it cannot get much deader and that any change will be for the better.

The principal business has been in foodstuffs, including coffee, beans, sugar, canned goods, preserved goods, cereals, flour and similar merchandise. Stocks of sugar and flour are rather large, while stocks of other foodstuffs are being reduced.

Household goods storage is also showing a slump as compared with the activity which characterized the business previously. There is a distinct movement of people out of the city, and that is reducing this class of storage business.



## ADVISES PROVISION FOR BETTER HIGHWAYS

Secretary Meredith Says Principles  
in Act of 1916 Should  
Not Be Disturbed

WASHINGTON, D. C., Jan. 1—Immediate consideration should be given by Congress to plans for extending the Federal aid road-building program, the period for which, by the original act, as amended, terminates with the close of the present fiscal year, declared Secretary Meredith, of the Department of Agriculture, in his annual report to the President. In order that there may be no halting in the work it is hoped, he said, that the Congress will, at its next session, provide additional funds, to be expended under the terms of existing legislation with certain modifications, at the rate of \$100,000,000 a year for a period of five years, beginning with July 1, 1921.

Future legislation, the Secretary said, should not disturb the principles embodied in the act of 1916, which have been tried out and found to be so satisfactory, and only those changes should be made which experience has clearly shown to be desirable. He said:

"The principal modifications in mind relate to the problem confronting the Western States in highway work because of the existence in many of them of large areas of public lands, and to the maintenance of Federal-aid roads by the State highway agencies rather than by the counties. The Association of State Highway Officials, at its meeting in December, 1919, unanimously approved the continuance of the present plan of Federal participation in road building with these and other modifications.

"The fact that the present appropriation may not be entirely expended by June 30, 1921, does not lessen the necessity of immediate action. Both the Federal and State highway departments should know, as promptly as possible, the program for the next five years, in order that the work may be adequately planned and the engineering and administrative details carefully executed. Forty of the State legislatures will be in session this winter, when it will be necessary for them to make the requisite provision for meeting future Federal apportionments. From every standpoint, therefore, it is essential that legislation for the continuance of the program now under way be promptly enacted."

### Trailer-Makers Meet

NEW YORK, Jan. 6—The Trailer Manufacturers' Association of America at its annual meeting here to-day re-elected J. H. Fertig, Newark, N. Y., president, and H. C. Fruehauf, Detroit, first vice-president. Max Herrmann, Beloit, Wis., was elected second vice-president, and Henry M. Wood, Cincinnati, secretary-treasurer.

The standardization committee was continued with instructions to pursue its inquiry with a view of effecting standardization of trailer axles and trailer hitches, the theory being that standard-

ization should be easier in the present state of the industry than when manufacturers get into increased production with more settled conditions as to designs and methods.

A number of members expressed desire to participate in a national outdoor exhibition and demonstration of motor trucks, trailers and material handling machinery, should one be held.

### Action on Bill Delayed

WASHINGTON, D. C., Jan. 7—There is little expectation among supporters of Bill H. R. 14,390 that this measure, designed to expand port warehouse facilities, will receive favorable action during the short session of Congress, according to Representative Sidney Anderson, who introduced the bill last year.

H. R. 14,390 would amend the Interstate Commerce Act so as "to require carriers to supply necessary warehouse facilities and extend the powers of the Interstate Commerce Commission." These port storage plants would be for taking care of grain and grain products transported by carriers for export.

## PILING GOODS

THE Miller North Broad Storage Co., Philadelphia, set out to make its open storage space more attractive to the customer. By introducing a Room Book method the company established a system of perpetual inventory of idle warehouse space.

This article is a business hint by J. Wallace Fager, manager of the Germantown branch of the Miller company. It will appear in the March issue of *Distribution & Warehousing*.

### Wilmington Planning Warehouses

WILMINGTON, DEL., Jan. 7—Detailed plans regarding warehousing developments to be undertaken by the Board of Harbor Commissioners are expected to be completed by March or April. It will be some time, according to Charles H. Gant, secretary of the Board, between the completion of the plans and the completion of the construction work involved by them. The tentative arrangement is to have warehouses built for temporary storage of goods in transit, to be followed by permanent plants for time storage.

The warehousing projects will be part of the general plans for developing the port so as to attract more commerce through Wilmington.

### New Freight Forwarding Co.

BOSTON, Jan. 14—The Erskine Freight Forwarding Company has been established here and opened offices in the Board of Trade Building, 131 State St. The company is managed by Alan R. L. Erskine, of Boston, who is the president.

## THE LEGAL VIEWPOINT —ERROR IN WEIGHT

(Concluded from page 40)

Mass. By mistake the weight reckoned was less than the true weight of the granite shipped and the charge on the difference amounted to \$13.

The railroad company brought suit for the \$13, and the Court found that the company was not chargeable with notice that the sale had been completed when granite was loaded on the cars and billed to the consignee.

## FEDERAL ACT GOVERNS

THAT the liability of any carrier for loss or damage, on an interstate shipment, is governed by the Federal Act, was the decision of the Supreme Court of Oklahoma, in the case of *Missouri K. & T. Ry. Co. vs. Isaac & Marx*, 192 Pac. pg. 1094. The Court said:

"It has been repeatedly held by this Court and the Supreme Court of the United States that the provisions of these shipping contracts cannot be waived by the parties, and that they must be enforced by the Courts in accordance with their terms, for the reason that to do otherwise would open the way for discrimination by the carriers in favor of certain shippers, thus subverting one of the most important purposes of the Federal Act."

## CARRIER DECISION

THAT a fuel company which lets its trucks, with drivers, is a common carrier, was the decision of the Supreme Court of Arkansas, in the recently decided case: *City Fuel Co. vs. Torreyson*, 224 S. W. pg. 727.

The company in this case sued to recover \$40 truck hire. An answer, and a counterclaim for \$65 for the alleged loss of furniture, were set up in defense.

It appeared at the trial that it was the custom of the company to rent trucks, with drivers furnished by it, at a stipulated price per hour, or per day.

The Court held that the company was a common carrier, and pointed out that truckmen, wagoners, teamsters, etc., who undertake to carry goods for hire as a common employment are common carriers. Judgement of \$25, the difference between the agreed price for the hire of the trucks and the \$65 claimed to be the value of the furniture lost, was therefore allowed against the company.

The fact that the company limited its employment to the renting of its trucks for the removal of household goods was held by the Court not to alter its status as a common carrier.

### No Chicago Truck Show

CHICAGO, Jan. 1—The plan to hold a motor truck show in Chicago this winter has been abandoned. Replies from letters in inquiry sent to members of the Motor Truck Manufacturers Association contained only two favoring the idea.



## LOUISIANA MAY TAKE CONTROL OF WAREHOUSE

Attempt to Be Made to Incorporate  
Regulations into Constitution  
as Aid to Farmers

NEW ORLEANS, LA., Jan. 10—The State of Louisiana will take control and supervision of all the warehouses, both public and private, within its boundaries, if a measure at present being written is put into the new State Constitution, to be formulated at the Constitutional convention which assembles in Baton Rouge, early in March. The project has the support of virtually all the commercial and business organizations of the State, a number of State officials and a large part of the delegates to the convention. The spokesman for the measure will be E. O. Payne, delegate from Natchitoches parish, who, with the assistance of representatives of a number of commercial bodies from New Orleans and other cities, has been at work nearly two months on the proposed section of the constitution covering this subject, to be presented to the convention for approval.

The primary motive back of the project is to enable the farmers to store their crops in warehouses, either public or private, in any part of the State, and receive therefor receipts which will be accepted as collateral, at their face value, by all Louisiana banks. The Constitutional convention, according to present plans, will be asked to put the framework of a warehouse-supervision system into the Constitution, and leave the administrative feature to the Legislature.

The warehousemen of New Orleans and other Louisiana cities do not object to the State taking control of the warehouses, but they are objecting to the leaving of the administration of the law to the uncertain action of successive Legislatures. If warehousing is to be supervised, warehousemen want to know just how that supervision is to be executed, and they want the means and methods of administration written into the Constitution with the law. As it now appears, the warehousemen are not going to fight the project, but they are going to make a fight for a complete section in the organic law.

Mr. Payne, discussing the situation, said:

"Louisiana is essentially an agricultural State, and our farms furnish the backbone of our prosperity. To encourage the agricultural industry and to develop it along correct lines, we must have a system of warehouses to enable the farmers to store their crops. When the products are so stored in warehouses, the producer should be given a receipt which will be good as collateral with all the banks of the State. To make these warehouse receipts as good as gold, the warehouses—not some of them, but all of them—must be under State supervision, regulation and control, whether they are publicly or privately owned. Indeed, the matter of public or private ownership is much less important than that of proper control and regulation.

"The warehouse question may not

seem important to people who live in the cities, but it is of vital importance to the farmers in every agricultural district. The present situation in cotton illustrates the necessity for a system of warehouses under State supervision. If we had such a system, the cotton planters would not be in actual need of money, as many of them are to-day. In some States the boards of county supervisors have control, to a certain limited extent, over the warehouses of their counties, but this would not serve in Louisiana, as the entire State is uniformly agricultural, producing cotton, sugar, rice or other staple crops, and the need for State-wide supervision of these storage places for these crops is essential to the prosperity of all our farmers, irrespective of the parish in which they live and work."

### Discusses Boston's Terminal

BOSTON, Jan. 26—In a statement on Boston, Roy S. MacElwee, a director of the Bureau of Foreign and Domestic Commerce, said there must be a physical connection between every pier and every railway and every warehouse with a uniform system of charges, for that is the first law of the port. "Boston will never have a port till it gets a unified railroad terminal system," he declared.

Equal switching service between all the railroad systems of Boston and the various wharves with a uniform rate, is a condition essential to all ports, but Mr. MacElwee says it applies more to Boston than to any other port.

He said Boston's supply base impressed him as the finest example of a modern terminal in the world. He said that it has the proper relations of warehouse and quay, as well as arrangement of railroad tracks; it lacks only that relation which all facilities of the port should have with the different railroads in the matter of switching.

### California Act Proposed

SACRAMENTO, Jan. 11—"The California Warehouse Act," sponsored by the State Farm Bureau Federation, is the objective of a legislative movement to be undertaken, it became known here to-day. Under the measure, \$50,000 would be appropriated as a preliminary fund toward carrying out provisions of a law under which the State Director of Agriculture would be authorized to investigate California's storage facilities and classify, according to grade, agricultural products placed in storage.

### New Bayonne Company

BAYONNE, N. J., Jan. 12—With authorized capital, including \$1,000,000 in common stock, the Goodman Warehouse Co. to-day filed a certificate of incorporation under which it will conduct a general storage and transportation business and take over control of the Goodman Motor Express, Van & Storage Co. Incorporators are Samuel Goodman, Harry I. Goodman, Harry Gross and Nathan L. Goodman.

## ACCOUNT OF THE C. W. C. CONVENTION

(Concluded from page 10)

that city, and returned to-day to Houston, where they visited warehouses and were shown around the city.

At the meeting to-night the delegates were elected honorary members of the Houston association. Speeches were made by George S. Lovejoy, Boston; George Hamley, Minneapolis; P. J. Finnegan, Chicago; and Sidney A. Smith, Chicago, newly elected president of the Central Warehousemen's Club.

### At Fort Worth

FORT WORTH, Tex., Jan. 25—A number of the members of the Central Warehousemen's Club who attended the San Antonio convention last week spent to-day as guests of Louis C. Abbott, Roy Binyon and other Fort Worth warehousemen.

### Moving Rates in Frisco

SAN FRANCISCO, Jan. 13—Mayor Rolph to-day approved an amendment to the city ordinance which defines household goods movers. The change relates to the sub-division under which are fixed maximum rates for carrying such goods.

Except for piano moving, the maximum hourly rates allowed hereafter are: \$2.50 for "vehicles drawn by two or three horses and driver"; \$3.50 for "motor drawn vans of three tons or over and chauffeur"; \$3 for "open motor trucks and vans of less than three tons and chauffeur"; \$1 for "each additional helper"; and for "hand moving without the use of a vehicle, each man, \$1.50."

When an upright piano is transported in combination with out goods, \$2.50 extra is allowed; grand or square piano in combination with other goods, \$3.50 extra; piano, each flight of stairs, \$1.50 extra.

### Montana Convention Feb. 25

GREAT FALLS, MONT., Jan. 22—The annual convention of the Transformen and Storagemen's Association of Montana will be held here on Feb. 25 and 26. A general invitation to all members of Eastern warehousemen's associations, and to men in the storage industry generally, has been issued on behalf of the Montana organization by William P. Haggarty, vice-president, of Great Falls. A well attended and enthusiastic meeting is anticipated.

### Prudential's Expansion

SAN DIEGO, CAL., Jan. 8—The Prudential Storage & Moving Co., which operates three warehouses at Los Angeles, has opened a storage plant here and will handle and ship household goods and automobiles for domestic and export shipment. B. Bouchier is in charge of the San Diego office.

# WAREHOUSING NEWS

What's going on in your town?

The industry wants to know!

## NEW BUILDINGS, ETC.

**Enterprise Warehouse Co.**, New York City, has purchased seven-story storage building at 334-340 Stanton Street. Plot, 80 by 70 feet. Property is valued at \$100,000.

**Manhattan Storage & Warehouse Co.**, New York City, has increased its capitalization from \$1,800,000 to \$2,700,000.

**Pioneer Transfer Co.**, Oxnard, Cal., has been sold to Alfred Atwood, owner of the White Mule transfer line.

**McLean Moving & Storage Co.**, Tacoma, Wash., has purchased the City Transfer & Storage Co. and plans to develop a storage and terminal building for distributing freight through the northwest.

**Cunard Steamship Co.**, New York City, is having plans drawn for warehouses, piers and freight terminal at Weehawken, N. J. Project will involve expenditure of about \$30,000,000.

**Amalgamated Warehouses, Inc.**, New York City, has leased six-story warehouse at 113 Jane Street to Lafayette Holding Co.

**Association of Commerce**, Milwaukee, is planning construction of warehouse and terminal to cost \$2,330,000.

**Hollister Warehouse Co.**, Hollister, Cal., has been granted authority to increase storing and handling rates on grain for public purposes.

**Federal Storage Co.**, Baltimore, will erect waterfront warehouses for import and export shipments, at Key highway and Lawrence Street

### Cadwell Expansion

**MASON CITY, IA.**, Jan. 1—The Cadwell Transfer & Storage Co. has leased the E. B. Higley Co. warehouse and has converted it into a distribution storage plant for all kinds of merchandise, automobiles, household goods, etc. Building is concrete, fireproof, and is bonded, and is located on the Chicago, Milwaukee & St. Paul road, with switching facilities from all railroads entering Mason City.

### Alleged Withdrawal Conspiracy

**NEW YORK**, Jan. 10—Edmund J. La Brecque, vice-president of La Brecque Co., Inc., warehousemen of Newark, N. J., was arraigned before United States Commissioner Mooney to-day on a charge of conspiracy for the alleged illegal release of whisky. The defendant was held in \$2500 bail, which he furnished.

Harry E. Sands, Special Prohibition Enforcement Agent, and assistants seized liquor estimated to be worth \$900,000 at the La Brecque warehouse on New Year's

Eve. Sands testified to-day that Leroy Coe, acting for him, paid La Brecque \$500 of \$20,000 to have been paid for thirty barrels of whisky. It is alleged that liquor withdrawals were made through a system of forged permits.

### Pettit's Acquires Truck Fleet

**FORT WAYNE, IND.**, Jan. 4—Pettit's Storage Warehouse Co. has purchased a fleet of motor trucks. Experienced drivers and truckmen have been employed and the company plans expansion of its household goods business.

## MOVING \$13,500,000

**CLEVELAND**, Jan. 3—One of the biggest week-end moving jobs in the history of American warehousing has been accomplished successfully by the Central Storage Warehouse Co.—the transfer of the contents of Cleveland's oldest banking institution, the National City Bank, from its old home to its new home at East Sixth Street and Euclid Avenue.

Effects transferred included \$13,500,000 in cash and Liberty bonds, the bulk of this being handled loose in bags provided for that purpose. Officers of the bank advised the Central company that this was the largest movement of negotiable securities ever made in Cleveland.

The moving occupied less than twenty-four hours and the bank did not lose a business day. The job was begun on New Year's Day, Saturday, and this morning, Monday, the bank opened as usual, but at its new location. Police reserves accompanied the transport of valuables and if there is a crime wave in Cleveland no ripples were visible during the Central company's activities.

### Inter-City to Build

**SOUTH BEND, IND.**, Jan. 1—The inter-city Transfer Co. is planning to construct a merchandise storage warehouse here, with railroad facilities.

### Star Corp. Absorbed

**RICHMOND, VA.**, Jan. 5—The State Corporation Commission to-day granted permission to E. K. Vietor & Co., Inc., to absorb the Star Warehouse Corp., and the two will be operated hereafter as the E. K. Vietor Co.

## Incorporations

**Marathon Warehouse Co.**, New York City. Capitalization, \$5,000. Incorporators, G. V. Reilly, S. B. Howard, H. C. Hand.

**Walter Stores**, Hoboken, N. J. Capitalization, \$150,000. Incorporators, Bismark S. Moore, Harry Schwartz, Richard W. Gutheil.

**Maple Ridge Cold Storage Co.**, Seattle, Wash. Capital, \$50,000. To conduct warehouses at Port Richmond and Penleton.

**Fair Price Warehouse Co.**, Bishopville, S. C. Capital stock, \$2,000. T. G. McLeod is president and Annette Craig secretary and treasurer.

**Dakota Warehouse Co.**, Watertown, S. D. Capital, \$10,000. Incorporators, Don Livingston, S. A. Robbins, A. F. Paulson.

**Wynne Warehouse Co.**, Little Rock, Ark. Capitalization, \$3,000. Incorporators include R. I. Block, J. W. Williams, W. F. McCorkle.

**Industrail Warehouse Corp.**, Indianapolis. Capital, \$10,000. Directors, A. E. Wilson, W. G. Tipton, E. M. Robinson, R. J. Leachman.

**Old River Warehouse Corp.**, Houston, Tex. Capital stock, \$50,000. Incorporators, G. W. Collier, A. R. Shearer, R. E. Goree.

**Thrift Warehousing Co.**, East Orange, N. J. Authorized to issue 100 shares of stock with no par value. Incorporators, Albert R. Palmer, Irene F. Rushman, Leslie Reid.

### Better Switching Facilities

**COLUMBUS, OHIO**, Jan. 24—The W. Lee Cotter Warehouse Co. of Columbus has completed installation of additional switch tracks at its Terminal plant here. The improvement will permit loading or unloading twenty-nine cars at one time.

### Col. Edgar Honored

**DETROIT**, Dec. 27—Commander of the Order of the Crown of Italy is the honor which has been conferred by Italy's King upon Col. C. Goodloe Edgar, president of Edgar's Sugar House, a leading merchandise warehouse in Detroit.

Col. Edgar earned his decoration and cross for work during the World War. Stationed at Washington, he was in charge of distribution of supplies sent from the United States to the air services of Italy, England and France. The Italian ruler's action was in appreciation of the Detroit warehouse executive's effort to see that Italy fared equally with the other Allies in the receipt of supplies.

**Announcing—**

# Certified Truckmen

*Protection for both Shipper and Warehouseman*

**RESPONSIBILITY** and **COMPLETE CARGO INSURANCE**, the two essentials needed to give shippers confidence in the motor hauling business and place it on a sound operating basis, is now accomplished.

**ROBBERY** *theft, pilferage, fire, collision, upset, flood, road or bridge collapse, and general lack of responsibility among truckmen are recognized as risks to cargoes shipped by truck. These risks have made shippers reluctant to use the advantages of truck transportation and have retarded the full growth of the industry.*

*A clamor for protection has come from shippers throughout the nation. Out of this call has grown the **CERTIFIED TRUCKMEN** plan—the longest stride taken toward stabilizing the motor hauling industry.*

*Under our plan now being installed throughout the country The Underwriters Inspection & Adjustment Company makes a searching investigation into the moral and financial integrity and the operating methods of truckmen. The truckmen who are able to qualify under this investigation are placed on our Companies' Certified list and advertised to shippers throughout the country to be responsible, honest and efficient and able to furnish shippers the advantages of speed, convenience and proper equipment combined with complete insurance protection against the hazards of transportation.*

*The Underwriters Inspection & Adjustment Co. is the first to enter this field, and we earnestly solicit the support of both the shipper and responsible carrier of merchandise shipped by truck.*



*Requests for information as to U. I. & A. service will receive prompt and courteous attention.*

*Ship by Truck with Safety.*

**THE UNDERWRITERS INSPECTION & ADJUSTMENT CO.**

INCORPORATED

Executive Office, Hippodrome Building,

CLEVELAND, O.





## Caterpillars help trucks do more work

A truck owner recently told us that he was never able to operate his trucks to full capacity in winter until he equipped them with Caterpillar Tires.

The engines were naturally sluggish in cold weather. They hadn't any too much power at best, and part of that was wasted by slipping wheels.

But when he put on Caterpillar Tires this slipping of the wheels was eliminated. The engines were able to use all of their power in pulling the load and his trucks now do a full day's work every day in the year.

This is but one example of what Caterpillars have done for hundreds of truck owners and what they can do for you.

**Kelly-Springfield Tire Co.**

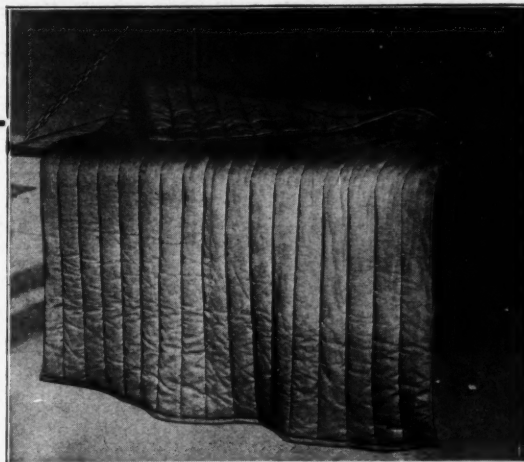
General Sales Department

1710 Broadway

New York



## MAISH QUALITY WAGON PADS



Khaki Brown for Service

## New Low Prices for Spring Trade

Look at the prices we quote. Our price policy and the dependability of Maish Quality Wagon Pads has brought us a tremendous demand. Advance orders indicate an exceptionally large business for 1921.

You can buy all the wagon pads you need now for no more money than you had to pay before the war—and the quality is even better. Our long experience has enabled us to effect real economies in manufacturing cost.

Maish is the originator of the wagon pad industry, having made the first pad put on the market. Maish Quality Wagon Pads have been steadily improved from year to year in materials used and in workmanship and they are today, as always, easily the highest grade product of the kind obtainable.

You are sure of delivery protection at lowest cost. The covering of Maish Quality Wagon Pads is a good grade of

Khaki Brown Drill, heavier than the ordinary. Filling is an extra thick one-piece layer of cotton (no shoddy).

Quilting is in close rows of stitching with heavy carpet thread. Edges bound by our own special process, protecting every seam and preventing ripping. These pads are wear-resisting and long-lasting.

Our guarantee protects you. Order your full requirements for Spring and get immediate delivery. If Maish Quality Wagon Pads fail to meet any practical test, return them at our expense.

### MADE IN THREE STANDARD SIZES

Size	Cut Size of Cloth	Price
No. 10 (Small)	36 x 72	\$1.70
No. 20 (Medium)	54 x 72	2.20
No. 30 (Large)	72 x 80	3.15

These prices are F.O.B. Cincinnati

**The Chas. A. Maish Co.**

Makers of the world-famous MAISH COMFORTS

**Cincinnati, O.**

1129 Bank Street

COAST TO COAST DISTRIBUTION

# FEBRUARY

## The Month for Starting Things

Clients of ours—warehousemen in Flint, Michigan, Cleveland, O., and Chicago—are arranging to break ground this month for new warehouses. They have their material bought at the present advantageous prices, and are *sure* of deliveries.

Their houses will be ready to accommodate some of May's business.

It is not too late to get your new warehouse well started in the early Spring if you get busy immediately.

## Are You Doing Anything About It?

Mark this! Now is the time to "go" if you are going to build this year.

We don't say that prices have hit bottom, that general declines may not continue spasmodically for a year or more; but we stick to the assertion that, so far as warehouse construction is concerned, present conditions will not be improved, and it is doubtful whether they maintain, later in the year.

### A Year's Delay May Prove Expensive

It doesn't pay to have to turn down good accounts because of lack of space. It hurts to lose business because of an excessive insurance rate. It is disgusting to have a labor charge eat up all the profits.

In nine cases out of ten, the additional income from the new house, plus the increased profits due to lower cost of operation, will much more than off-set the saving that might be made in first cost by waiting another year before building.

Sometimes the peculiar circumstances of a firm make it difficult to decide what they are justified in doing. We have been able to help quite a number arrive at a solution; perhaps we can aid you. Such assistance is rendered without obligation. It is one of the things we are glad to do to prove our worth before you retain us.



**Moores & Dunford**  
**Engineering Corporation**

*Specialists in warehouse design and maintenance  
and supervision of warehouse construction*

744-46 First National Bank Building, CHICAGO





# Shippers' Index

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns

## Developing New Business

**W**HATEVER the times may be, the progressive business man gives serious and continuous thought to ways and means for developing new business. The more progressive he is, the more he considers some regular plan, some systematic program for the opening of new outlets for his product or the establishment of relationships with new clients whom he can serve, as a necessary part of his business policy.

For the shipper—the manufacturing distributor—and the warehouseman, the Shippers' Index on the following pages and in each issue of **DISTRIBUTION & WAREHOUSING** is an economical, constructive means for the development of new business.

By consulting these pages and getting in touch with the warehousemen and forwarding companies, whose facilities are displayed on them, the shipper places himself in contact with the kind of distribution agent who, through his experience, reliability and equal progressiveness, can materially aid in the development of new business for him.

By having his facilities displayed on the pages of the Shippers' Index in each issue of **DISTRIBUTION & WAREHOUSING**, the progressive warehouseman or forwarder builds for himself an ever increasing opportunity for the adding of new and desirable accounts among those leaders in the nation's industry with whom we can profitably be associated.

## CONVENTION CALENDAR

February 25-26 .....	Montana Transfermen and Storagemen's Association.....	Great Falls
February .....	Pacific Coast Furniture Warehousemen's Association.....	San Diego
March 21.....	National Association of Commercial Haulers .....	Milwaukee
June .....	National Furniture Warehousemen's Association.....	(To be decided)
" .....	National Team and Motor Truck Owners' Association.....	Detroit
" .....	New York State Cold Storage Association.....	(To be decided)
July .....	Shippers' Warehousing and Distributing Association....	(To be decided)
" .....	Central Warehousemen's Club .....	(To be decided)
August .....	Texas Warehouse and Transfermen's Association .....	Fort Worth
December .....	American Chain of Warehouses.....	(To be decided)
" .....	American Warehousemen's Association.....	(To be decided)
(Date not fixed).....	Southern Furniture Warehousemen's Association.....	Memphis

## BIRMINGHAM, ALA.

## HARRIS TRANSFER AND WAREHOUSE COMPANY

(Equipped to Handle Anything)

### MODERN FIREPROOF WAREHOUSE

Special Attention Given to Packing and Shipping

When shipping to Birmingham, consign goods to Harris  
—he will look after your interests, also those  
of your customer

Offices: CHAMBER OF COMMERCE BLDG.

## LITTLE ROCK, ARK.

## WAREHOUSING AND FORWARDING

Distributors of Pool Cars, Parcel Post Catalogs and Merchandise

## TERMINAL WAREHOUSE COMPANY

812-822 East Second Street

All track connection

## MOBILE, ALA.

## Acme Transfer and Storage Co.

209-211 N. Royal St.

Distribution

Transfer  
Pool Cars

"Service"

Forwarding  
Storage

Household Goods

Mobile, Ala.

## TEXARKANA, ARK.

## HUNTER TRANSFER CO.

TEXARKANA, ARK.

STORAGE

TRUCKING

DISTRIBUTORS

MOVING

## BERKELEY, CAL.



## STUDENTS TRANSFER & STORAGE CO.

MOVING  
STORAGE  
FORWARDING

2132 SHATTUCK AVENUE

## NOGALES, ARIZONA

## The West Coast Warehouse Co., Inc.

Nogales, Arizona

The Key to the West Coast of Mexico  
For Manufacturers, Packers, &c.

Reference: First Nat'l Bank. Assets over \$50,000.00 Sliding B. P.

EL CENTRO, CAL.  
IMPERIAL VALLEY

## PIONEER TRUCK and CO.

Warehouse: S. E. Cor. 3rd &amp; State Sts. Office: 120 N. 5th St.

Only Re-inforced Concrete Warehouse for Storage and Carload  
Distributing Throughout the Whole Imperial Valley.

Daily Truck Service to All Valley Towns.

Our Stock in Trade, SERVICE.

## FORT SMITH, ARK.

## O. K. Transfer and Storage Co.

MOVING  
SHIPPING  
STORINGPool-Car  
Distributing  
a SpecialtyFort Smith,  
Ark.

## LONG BEACH, CAL.

## CITY TRANSFER and STORAGE CO.



Long Beach, Cal.

### HOUSEHOLD GOODS STORAGE

15,000 Square Feet Floor Space

### COMMERCIAL STORAGE

52,000 Square Feet Floor Space

Southern Pac. and Pac. Elec. R. R. Spur Tracks  
Equipped to handle anything in warehousing or  
transfer

The Men Who Distribute

## Palmolive Soap

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

The Men Who Distribute

## Dr. Miles Medicines

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## LOS ANGELES, CAL.



### Send California Pool Car Shipments TO BEKINS

Bekins can give you satisfaction and quick service in the distribution of your Pool Car Shipments.

Send your California Pool Car Shipments to Bekins.

## B-E-K-I-N-S

Fire-proof

Storage

San Francisco  
13th and Mission

Oakland  
22nd and San Pablo

Los Angeles  
1341 Figueroa St.

## LOS ANGELES, CAL.

### Fidelity Fireproof Storage

1836 Arapahoe Street, Los Angeles, Cal.

Intelligent and forceful supervision of all business intrusted to us.

We have a seven-story reinforced concrete warehouse.

We consolidate and solicit distribution of consolidated cars of household goods.

Frank Robert Palmateer, Prop.

## LOS ANGELES, CAL.

WE SOLICIT YOUR  
SHIPMENTS AND POOL CAR  
DISTRIBUTION

## PRUDENTIAL

STORAGE AND MOVING CO.

LOS ANGELES  
OFFICE  
841 W. 16th ST.

SAN DIEGO  
OFFICE  
Spreckels Building  
962 Second St.

FOUR WAREHOUSES—PRIVATE R.R. SIDINGS

## LOS ANGELES, CAL.

Lowest Insurance  
Safety  
Prompt Reports



Moderate Rates  
Satisfactory Service  
Car Load Distribution

The location of the above pictured building, one of our four warehouses in Los Angeles, is in the Wholesale Terminal, the largest plant of its kind in the world, where practically all the wholesale business of the city is conducted. A similar building is now under construction to be completed about March 1st, 1921. We are now accepting applications for space in same.

If you are contemplating using warehouse space on the Pacific coast or are dissatisfied with your present service, write for our rates on your requirements. Our service is guaranteed.

### UNION TERMINAL WAREHOUSE CO.



## LOS ANGELES, CAL.

## Shattuck & Nimmo

WAREHOUSE CO.

### Storage and Distribution

Of All Non-Perishable Commodities

All cars handled at our own plant. No switching charge if cars are consigned in our care.

Manufacturers and forwarders consolidating car loads for Pacific Coast distribution are assured of efficient service and prompt returns.

## MEMBERS

Pacific Coast Furniture Warehousemen's Association, American Chain of Warehouses, National Furniture Wh'smans Ass'n. Local Rotary Club and Chamber of Commerce

## SAN DIEGO, CAL.

*Since 1887 the Pioneer have been distributing carload shipments, and carrying on a general moving, packing and storage business, at San Diego.*

*As the years rolled by we have gained in experience, and household goods and merchandise are now properly cared for in our fireproof warehouses located on railroad sidings. We aim to settle accounts promptly. We render satisfactory reports and give courteous service.*

*"Pioneer, the best here"*  
*Pioneer Truck Company*  
*San Diego, California*

## OAKLAND, CAL.

NO TASK TOO GREAT  
**LAWRENCE**  
WAREHOUSE COMPANY  
NO DETAIL TOO SMALL



## SAN FRANCISCO, CAL.

## HASLETT

### WAREHOUSE CO., THE

228 Pine Street, San Francisco

Will handle your interests in the Far West with excellence of service that has grown from years of experience in California territory.

### Some Haslett Helps For You

We will store or forward your merchandise.  
We offer also U. S. Customs and Tea Bonded Storage.  
Yard storage provided. Public Weighers.  
Warehouse receipts issued—collections made.  
Pool car distributing and reforwarding a specialty.  
Drier, cleaner and fumigator for beans, corn and other grains.  
Light hauling, city deliveries and general truck service.  
Handy location to retail districts and to freight stations.  
Low insurance rates.  
Every form of time-saving equipment.  
Any special service a client desires will be given personal and immediate attention.  
Coffee hulling, conditioning and hand picking.  
Track connections with all lines.

S. M. Haslett, President P. E. Haslett, Secretary

## SACRAMENTO, CAL.

NO TASK TOO GREAT  
**LAWRENCE**  
WAREHOUSE COMPANY  
NO DETAIL TOO SMALL



## SAN DIEGO, CAL.

WE SOLICIT YOUR  
SHIPMENTS AND POOL CAR  
DISTRIBUTION

**PRUDENTIAL**  
STORAGE AND MOVING CO.

LOS ANGELES  
OFFICE  
941 W. 16th ST.

SAN DIEGO  
OFFICE  
Spreckels Building  
962 Second St.

FOUR WAREHOUSES—PRIVATE R.R. SIDINGS

## SAN FRANCISCO, CAL.

NO TASK TOO GREAT  
**LAWRENCE**  
 WAREHOUSE COMPANY  
 NO DETAIL TOO SMALL



## SAN FRANCISCO, CAL.

## Distribute Thru San Francisco

Giving your customers the advantage of prompt delivery from local stock.

Our modern fireproof storage warehouses having spur track connections to all railroads are located in the wholesale district convenient to docks and railroads for reshipping. Our automobile truck delivery service insures prompt and efficient delivery of your merchandise.

We furnish whatever clerical service you desire.

Let us handle your San Francisco shipments.

**SAN FRANCISCO WAREHOUSE CO.**  
 625 Third Street, San Francisco, California

## HARTFORD, CONN.

**The Roger-Sherman Transfer Co.**  
 Freight Forwarding—Moving

TEAMS  
 AUTO-TRUCKS

GENERAL TRUCKING  
 HEAVY RIGGING

1056 MAIN ST.

## NEW LONDON, CONN.

**B. B. Gardner Storage Co., Inc.**  
 18 BLACKHALL STREET

PIANO AND FURNITURE PACKER, MOVER  
 AND SHIPPER

Safe Mover—Freight and Baggage Transfer—STORAGE

## WATERBURY, CONN.

**The Ralph N. Blakeslee Co.**  
 TRANSFER AND STORAGE

Special Facilities for Moving Heavy Machinery and Safes

Storage Warehouse for Merchandise

Separate Apartments for Furniture

## DENVER, COLO.

**THE**  
**KENNICOTT-PATTERSON**  
**TRANSFER COMPANY**

OFFICE: 1509 GLENARM PLACE

Transfer and storage of merchandise and household goods.

Distribution of pool cars given special attention. Complete fleet of Motor Trucks in addition to wagon equipment. Every modern facility for handling heavy machinery, safes, boilers, smokestacks, etc.

Packing household goods and pianos and consolidating in car lots east or west at reduced rates a specialty.

## WASHINGTON, D. C.

**SMITH TRANSFER**  
**& STORAGE CO.**

OFFICE:  
 1313 YOU ST., N. W.

MODERN FIREPROOF BUILDING

**MOVING**  
**SHIPPING**  
**STORING**



MEMBERS N. F. W. A.

LET US HANDLE YOUR WASHINGTON  
 BUSINESS. WE WILL PLEASE YOU

## DENVER, COLO.

**THE WEICKER**  
**TRANSFER & STORAGE COMPANY**

Office, 1017 Seventeenth Street

New Fireproof Warehouse on Track

Storage of Merchandise and Household Goods

Distribution of Car Lots a Specialty

Every Facility for Handling Safes, Boilers and Heavy Machinery. Complete Fleet of Motor Trucks and Modern Equipment

Members { American Warehousemen's Association  
 Illinois Furniture Warehousemen's Association  
 New York Furniture Warehousemen's Association  
 Pacific Coast Furniture Warehousemen's Association  
 Central Warehousemen's Club  
 American Chain of Warehouses  
 Southern Furniture Warehousemen's Association

## WASHINGTON, D. C.

**UNITED STATES STORAGE CO.**

418-420 TENTH STREET, N. W.

MEMBERS:

N. Y. Furniture Warehousemen's Association  
 Illinois Furniture Warehousemen's Association  
 Southern Furniture Warehousemen's Association



**PROMPT REMITTANCES**  
 Efficient and Courteous Service

**MOTOR TRUCKS**

and

**PADDED VANS**

Modern Fireproof Warehouse

## HARTFORD, CONN.

Tel. Connection Office: 335 Trumbull St.

Safety Vaults for Silverware

**GEORGE E. DEWEY & CO.**

JOSEPH M. PELCHAT Proprietor

Local and Long Distance

FURNITURE AND PIANO MOVING

Packing, Crating and Shipping of  
 PIANOS, FURNITURES, CHINA

Only Fireproof Storage Warehouse in Hartford

## JACKSONVILLE, FLA.

**DELCHER BROS. STORAGE COMPANY**  
 FIREPROOF WAREHOUSE

We Move, Pack, Store and Ship Furniture

Consign Your Pool Cars to Us.

Motor Equipment

**JACKSONVILLE, FLA.****UNION TERMINAL  
WAREHOUSE COMPANY**

EAST UNION and IONIA STREETS

55 Rental Compartments      Track Capacity 52 Cars

Building of reinforced concrete with sprinkler system.  
Low Insurance Rate. Sub-Post Office and branch  
Western Union Telegraph. Joint Railroad Agent.  
L.C.L. freight loaded direct for line of road.

**GENERAL MERCHANDISE STORAGE  
AND FORWARDING**

Special attention to handling of pool cars.

**JACKSONVILLE, FLA.****Wiesenfeld Warehouse Company**

P. O. Box 1133

General Merchandise Storage and Distributing  
References:

Any bank, jobber or transportation man in the city

**MIAMI, FLA.****The John E. Withers Transfer &  
Storage Co., Inc.**

will give your shipments careful attention. Fireproof Warehouse.  
Facilities for distribution of pool cars. Moving, packing, ship-  
ping and storing Household Goods.

Private Trackage      Motor Equipment  
Cor. Ave. C and 2nd St., Miami, Fla.

**PENSACOLA, FLA.****Ferriss Warehouse & Storage Co.**

HARRY P. FERRISS, PRES.

Receiving and Warehousing of General Merchandise in car-  
loads or less than carloads.

Merchandise stocks carried and records kept for out-of-town  
concerns.

Cor. Chase &amp; Alceiz Streets

**PENSACOLA, FLA.****Hallmark Transfer Co.  
GENERAL STORAGE**

Pool Cars a Specialty. Moving, Packing, Shipping  
and Storing Household Goods

132-134 East Chase Street, Pensacola, Fla.

**ATLANTA, GA.****CATHCART  
VAN & STORAGE COMPANY**

Moves, Stores, Packs, Ships  
Household Goods Exclusively

THREE WAREHOUSES

Office, 6-8 MADISON AVE.

**ATLANTA, GA.****MORROW  
Transfer & Storage Company  
HOUSEHOLD GOODS and COMMERCIAL  
STORAGE**

Distributors—R.R. Trackage—Carloads a Specialty  
Main Office: 177-79 Marietta St.      Warehouses: 68-80 Means St.

**ATLANTA, GA.****SOUTHERN  
SALES & WAREHOUSE CO.**  
FIRE PROOF CONCRETE WAREHOUSE  
MERCHANDISE DISTRIBUTORS  
R. R. TRACKAGE, MOTOR SERVICE  
Located in heart of wholesale district.  
173 Humphries St.**SAVANNAH, GA.****Savannah Bonded  
Warehouse and Transfer Co.**

General Storage—Re-Consigning  
Distributing—Forwarding  
Prompt and Efficient Service  
Exceptional Facilities  
Custom House Brokers

Track Connections with all Railroads and  
Steamship Docks

Members American Chain of Warehouses  
Members American Warehousemen's Association

R. B. YOUNG, President

312-314-316 Williamson Street  
P. O. Box 985      Savannah, Ga.

**BOISE, IDAHO****PEASLEY  
TRANSFER & STORAGE COMPANY  
STORAGE, TRANSFER AND FORWARDING  
NINTH AND GROVE STREETS****AURORA, ILL.****Thompson Transfer & Storage Co.****"We Deliver the Goods"**

Consignments of household goods handled in a way to bring you credit.  
Drayage, storage, forwarding and distribution. The only building in Aurora  
designed for purely storage purposes.

Phones: Chicago 2866 and 291

12 N. RIVER ST., AURORA, ILL.

Members: N. F. W. A. and I. F. W. A.

**CHICAGO, ILL.****BEKINS  
HOUSEHOLD SHIPPING COMPANY**

Reduced Rates on Household Goods, Automobiles  
and Machinery

General Offices, 805 BEDFORD BLDG., Chicago  
NEW YORK, BOSTON, BUFFALO, CINCINNATI

**CHICAGO, ILL.****CENTRAL  
Storage & Forwarding Company  
39th & Robey Streets****General Merchandise Warehouses**

Modern, Fireproof Buildings; Lowest Insurance Rates;  
Track Space for Sixty Cars.

Located on the Chicago Junction Railroad, which has  
direct connections with all trunk lines entering Chicago.  
Our switching service is unexcelled. A universal freight  
station in operation on our premises guarantees the most  
rapid handling of outgoing L. C. L. shipments.



CHICAGO, ILL.

# ANNOUNCEMENT

## CROOKS TERMINAL WAREHOUSES

Is the New Name for the Firm Known in the Past as the

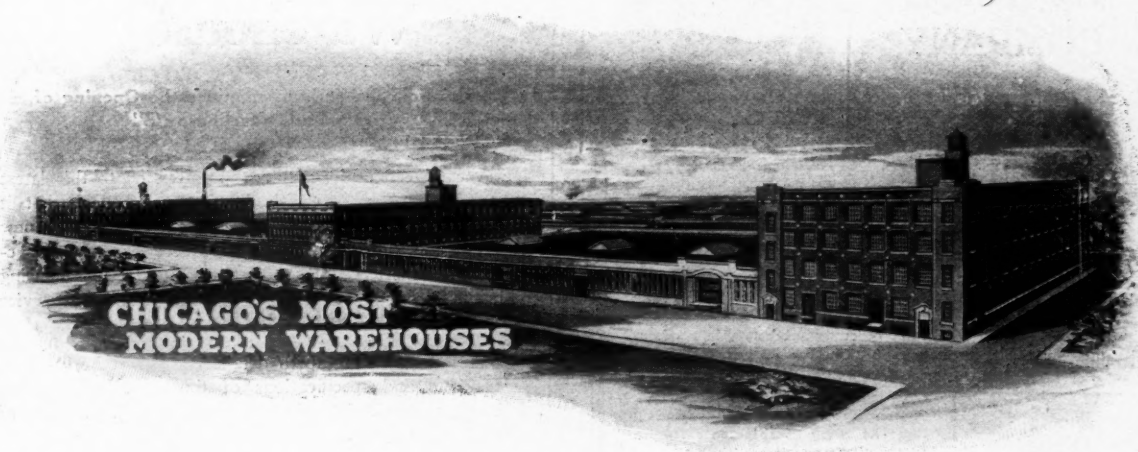
### Chicago Storage & Transfer Co.

Owned and Operated by H. D. CROOKS

The Management Remains the Same as Heretofore

Always Prepared to Render Prompt and Accurate Service—All  
Modern Buildings with Insurance Rates as Low as 15c—1000 Carload  
Capacity—42 Car Switch—Located on the Belt Ry. of Chicago  
—L. C. L. Shipping Facilities

FLOORS TO RENT WITH OR WITHOUT LABOR



### CROOKS TERMINAL WAREHOUSES

5801-5967 West 65th Street

IN THE CLEARING INDUSTRIAL DISTRICT.

CHICAGO, ILL.

Before you decide on your Chicago Warehousing connections, investigate the facilities and service of the —

**Continental Warehouse Co.**  
416-434 West 12<sup>th</sup> Place — Chicago

*Sprinkled warehouses in the heart  
of the freight terminal district*

CHICAGO, ILL.

**Currier-Lee Warehouse Co.**

427 West Erie St., Chicago, Ill.

**MERCHANDISE  
STORAGE EXCLUSIVELY**

MODERN BUILDINGS

CONVENIENT LOCATION

UP-TO-DATE METHODS

ADEQUATE FACILITIES

LOW INSURANCE RATES

EXPERIENCED EMPLOYEES

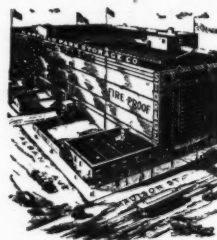
CHICAGO, ILL.

*Center of Great West Side*

OUR SPECIALTY

**Prompt Remittances on Collections**

Fire-  
proof



Non-  
Fireproof

**MOVING**

**PACKING**

**SHIPPING**

**Master Service at Your Service**

Consign all shipments for West Side care Baltimore & Ohio, Chicago Terminal Transfer Ry. at Taylor St. & Kedzie Ave.



3111-17 W. Madison Street

MEMBERS OF ILLINOIS AND NATIONAL FURNITURE  
WAREHOUSEMEN'S ASSOCIATIONS.

CHICAGO, ILL.

**EMPIRE  
STORAGE  
COMPANY**

Fireproof  
Warehouses

(Established 1891)



### A Distinctive Organization

Our correspondents' interests are carefully safeguarded. Remittances of charges advanced are made immediately upon receipt of bill of lading.

The most liberal treatment of customers' complaints has built for us an enviable reputation for fairness.

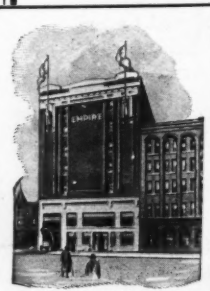
Close proximity to the Belt Line Switch Tracks promotes expeditious handling of shipments from all trunk lines.

**EMPIRE STORAGE  
COMPANY**

52ND ST. AND COTTAGE  
GROVE AVE.

MEMBER

National Furniture Warehouseman's Assn.  
Illinois



CHICAGO, ILL.

## The Ideal Distributing Warehouse

**Griswold & Walker Announce the Opening of  
Terminal Warehouse "B"**

We take pride in calling your attention to this latest expansion of our facilities because we believe that it represents the best in modern warehousing. This new building is the outgrowth of our several years of successful experience in the distribution and warehousing business and places us in a position to offer a service complete to the smallest detail.

A folder, setting forth details regarding the location, facilities and specifications of this new building has been prepared. We shall be glad to mail you one of these on request.

Your attention is directed to a descriptive article of this building which appears elsewhere in this issue.

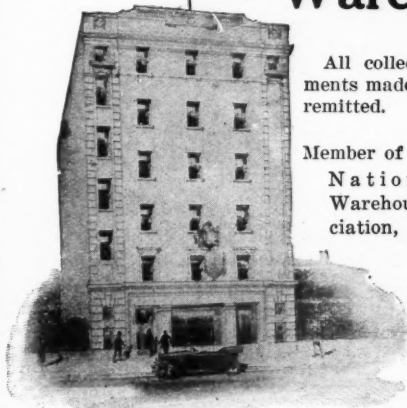
**Griswold & Walker, Inc.**  
1501 S. Peoria St.  
Chicago

CHICAGO, ILL.

ESTABLISHED 1874

# HEBAR D

## Storage Warehouses



All collections on shipments made to us promptly remitted.

Member of  
National Furniture Warehousemen's Association, Illinois, New York and Southern Warehousemen's Association.

### Our Seventh Warehouse

on 6331-33 Broadway, near Devon Avenue, which will handle all Rogers Park or North Shore shipments.

Warehouses A-B-C-D, West Side, Ogden and Winchester Aves.  
Warehouses E-F, North Side, Sheridan Road and Sheffield Ave.  
Warehouse G, North Side, Broadway near Devon Ave.

CHICAGO, ILL.

Storage—Packing and Shipping—Motor Van Service

### North Shore Fireproof Storage Co.

4820-4822 Broadway—4821-4829 Broadway  
1330-1332 Morse Ave. (Rogers Park)

CHICAGO

Members Illinois and National Furniture Warehousemen's Association

CHICAGO, ILL.

Very Low Insurance Rates

CM&STP Ry. Track Inside Buildings

## The Ontario Warehouse Co.

Ontario & Kingsbury Streets,

### FROSTPROOF MERCHANDISE STORAGE

We specialize in the handling of Foodstuffs—our location being very convenient for distribution to wholesale grocers and jobbers.

The Men Who Distribute

## Eclipse Lawn Mowers

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

CHICAGO, ILL.

**MIDLAND WAREHOUSE & TRANSFER CO.**  
MERCHANDISE STORAGE and DISTRIBUTING  
General Offices, 43<sup>rd</sup> & Robey Sts.  
Chicago

WAREHOUSES  
NO. 1 43<sup>rd</sup> AND ROBEY STS.  
NO. 2 15<sup>th</sup> PL. AND WESTERN AVE.  
NO. 3 15<sup>th</sup> ST. AND WESTERN AVE.

No Cartage  
No Trap Cars  
No Delays  
In Making  
L.C.L.  
Shipments



## CHICAGO, ILL.

**Railway Terminal & Warehouse Company**  
444 W. Grand Ave.

### Merchandise Storage

Located in the heart of the wholesale district. Especially convenient for the warehousing of spot stocks for distribution among the wholesale grocers.

Side track facilities with free switching from all railroads entering Chicago.

**Modern Building—Low Insurance Rates  
Use Our Service**

## CHICAGO, ILL.

### Soo Terminal Warehouse

Chicago, Illinois

Storage and Distribution of Merchandise Centrally  
Located

Make Your Out-of-Town Shipments Without Cartage  
Via Chicago Tunnel. Absolutely Fireproof

*"The Economical Way"*

W. L. Morgan, Manager

519 W. Roosevelt Road

## CHICAGO, ILL.

### RESHIPPING WAREHOUSES

Branch: Harvey, Ill., Phone 46 Branch: So. Chicago, Ill., Phone 367

**Grand Crossing**

L. C. L. without cartage

Daily Trap Cars

H. P. 3109—Midway 4940

**Lumber and  
Yard Storage  
Offices.**

**Derricks**

**Space**

**Trackage**

**Automobiles**

**Trackage**

**Tractors**

**Steel and**

**Heavy Products.**

**MERCHANDISE OF ALL KINDS**

No congestion. Modern Facilities. All within the Chicago Switching District. Milling in Transit Privileges. Write or wire—F. W. Hagen & Co., 1131 East 77th St., Chicago, Ill.

P. A. HALLBERG, Manager

## CHICAGO, ILL.

To insure quick delivery and lowest handling expense consign all Chicago Shipments to Tooker Storage & Forwarding Co., 14th St. Erie R. R. Terminal; New York Shipments to Tooker Storage & Forwarding Co., 28th St. Erie R. R. Terminal.

### TOOKER STORAGE & FORWARDING CO.

MERCHANDISE WAREHOUSEMEN

New York Office

and

Warehouse:

28th St. & 11th Ave.

Erie R. R. Tracks

Tel. Chelsea 7845-7846

Chicago Office:

and

Warehouse:

Clark & 14th Sts.

Erie R. R. Tracks

Tel. Victory 2360-2429

## CHICAGO, ILL.

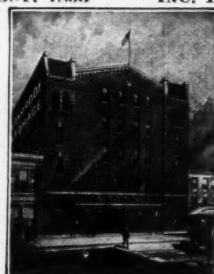
### Fireproof Storage

**Moving, Packing, Shipping, Storage of Household Goods and Merchandise.**

Prompt, Efficient Service.  
We Use Packard Vans.

WAREHOUSE:  
**6542-46 N. Clark St.**  
CITY OFFICE:

1854 N. Halsted St., Chicago, Ill.



## Distribution & Warehousing

is the

### Connecting Link

between the

### Shipper and the Warehouseman

It serves each to the benefit of both.

Many big, nationally known business houses subscribe for several copies each so that all the men who handle their distribution and shipping may benefit by reading it regularly. It costs but \$2.00 a year (\$2.50 west of the Mississippi).

## Distribution & Warehousing

239 West 39th Street

New York

CHICAGO ILL.

# WAKEM & McLAUGHLIN

(INCORPORATED)

## CHICAGO

**We Store and Distribute Merchandise Only**

CHICAGO, ILL.

Member American Warehousemen's  
Association, Illinois Association  
of Warehousemen

ROBERT L. SPENCER  
Warehouse Superintendent  
Pennsylvania System

# WESTERN WAREHOUSING CO.

## General Merchandise Warehouses

**POLK STREET TERMINAL, PENNSYLVANIA SYSTEM, CHICAGO**

### WHERE WE ARE:

At the edge of "The Loop," Chicago's downtown business center.

### WHAT WE HAVE:

500,000 square feet of floor space.  
Track capacity, 60 cars daily. New concrete, fire-proof building. Insurance rate, 18.9c. per \$100 per annum.

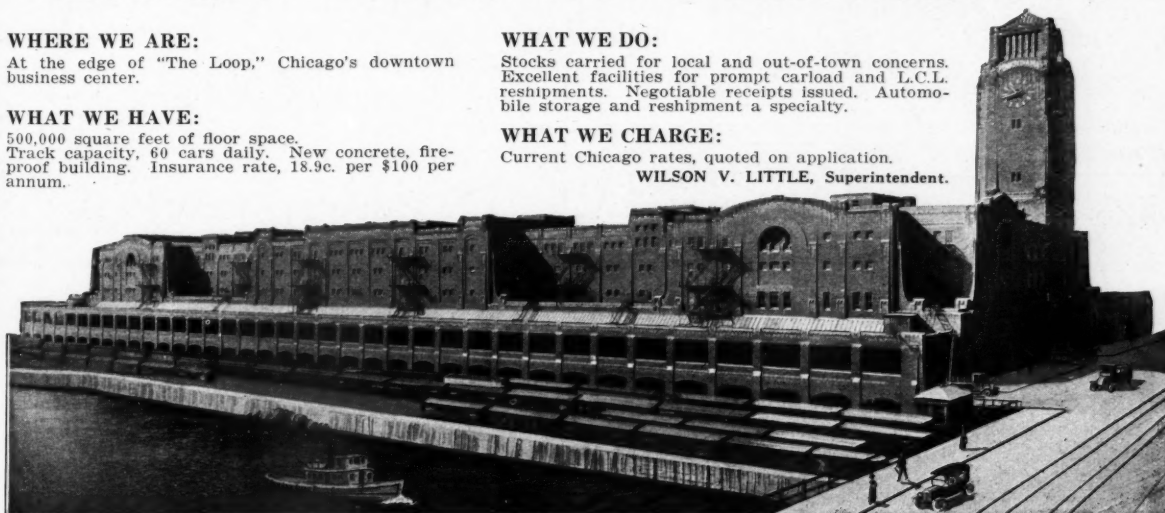
### WHAT WE DO:

Stocks carried for local and out-of-town concerns. Excellent facilities for prompt carload and L.C.L. reshipments. Negotiable receipts issued. Automobile storage and reshipment a specialty.

### WHAT WE CHARGE:

Current Chicago rates, quoted on application.

WILSON V. LITTLE, Superintendent.



## MOLINE, ILL.



## Fire-proof Storage

Freight Distributors for Moline, Rock Island and Davenport

Send your freight to us to Moline, as we get Illinois freight rates at a saving of 3½c. to 4c. per hundred from Chicago. Forwarding and reconsigning.

**Crandall Transfer & Warehouse Co.**

1205-1209 Fourth Avenue

Moline, Ill.

## PEORIA, ILL.

## AMERICAN WAREHOUSE & FORWARDING CO.

Merchandise Distribution and Storage

H. H. GILDERMASTER, Manager

## PEORIA, ILL.

J. ter VEEN  
Manager

RALPH D. BAYNARD  
Traffic Manager

## MERCHANTS WAREHOUSE COMPANY

General Merchandise Storage and Forwarding.

## ROCKFORD, ILL.



*"The Choice of the Greatest Industries"*

## FORT WAYNE, IND.

## BROWN TRUCKING COMPANY

MOVING, DISTRIBUTING, STORAGE AND  
GENERAL TRANSFER—MOTOR SERVICE

Pool Cars a Specialty

Office, 125 W. Columbia Street

## FORT WAYNE, IND.

## We'll Be Ready Early This Year

Just as soon as conditions permit, ground will be broken and building operations begun on the large modern warehouse. It will be the third of our buildings devoted to storage, warehousing and distribution of commodities.

Progress on the building and announcement of the opening will be made in this medium later.

**FORT WAYNE STORAGE COMPANY**  
Fort Wayne Indiana

## FORT WAYNE, IND.

*Private Siding With All Railroads*

## Pettit's Storage Warehouse

FIRE PROOF BUILDING

ROOMS FOR HOUSEHOLD FURNITURE

General Merchandise Warehousing and Transferring  
Factory Distributors

## INDIANAPOLIS, IND.

We Have the Very Best of Equipment for Handling  
Heavy Machinery, Boilers, Engines, Tanks  
Vaults and Safes for Erecting Smoke Stacks



INVESTMENT \$200,000.00

We have just completed one of the most modern fire-proof warehouses in the country—centrally located on a privately owned railroad switch accommodating eight cars.

We are equipped to give the very best service in all kinds of moving and packing. All shipments consigned to our care will receive prompt attention and our twenty-five years' experience and reliability insures this service.

**HOGAN TRANSFER & STORAGE CO.**

Member  
N. F. W. A. and I. F. W. A.

Established  
1892

## INDIANAPOLIS, IND.

## INDIANAPOLIS WAREHOUSE CO.

Our Service consists of—Warehouse for Manufactured Articles, Trucks for Drayage Equipment. Prompt shipment, and reports as you want them.

We are, in fact, ready to be **your** Shipping Department. Located in the heart of the U. S. A., within 12 to 24 hours of your customers in Indiana, Ohio, Illinois, Kentucky and Michigan.

Insurance rate, 30c—extra hazardous goods not taken. Six-story and basement, heavy mill construction, sprinkler equipped, A. D. T. Watchman Service. 150,000 square feet heated to 50°.

We solicit your business and refer you to any of our customers as to our ability to do it right.

Railroads:

Penna. Ry.; C. C. C. & St. L. Ry.; C. I. & W. Ry.; L. E. & W. Ry.; Ills. Central Ry.; C. I. & L. Ry.  
18 Traction Freight Lines.

**The Indianapolis Warehouse Co., Inc.**

FRANK A. TODD, V. P. and Gen'l Mgr.

West New York and Canal

INDIANAPOLIS

INDIANA

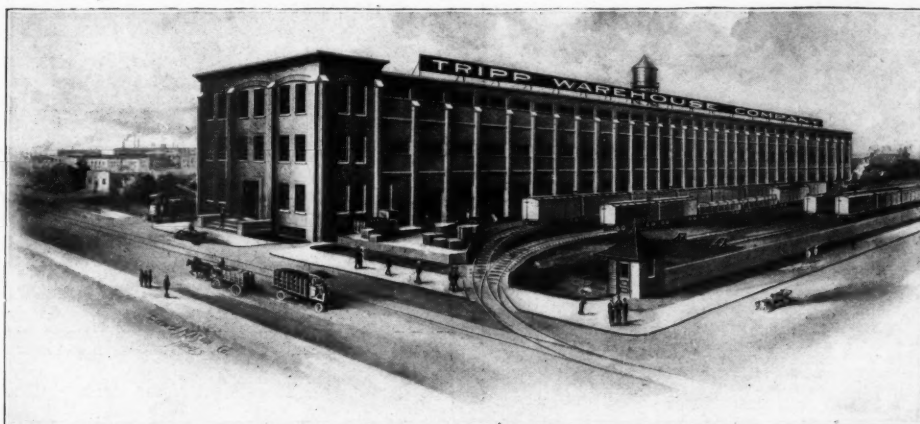
The Men Who Distribute

**"Skat"**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index



## INDIANAPOLIS, IND.



It's a Short Haul from Here to Anywhere in Indiana

**SHIP  
THROUGH  
TRIPP**

Member American Chain of  
Warehouses.

You can cover the whole state from the Tripp Warehouses with the smallest average shipping expense. Add that good reason to the other good reasons found in our service and security. Do you see why you should "Ship through Tripp?"

**TRIPP WAREHOUSE CO.**  
INDIANAPOLIS, INDIANA

## SOUTH BEND, IND.

**WARNER WAREHOUSE COMPANY**  
Merchandise  
Distribution and Warehousing

Special attention given to the prompt and efficient handling of Pool Cars.  
Negotiable Warehouse Receipts issued.

518-524 S. Pine St., SOUTH BEND, INDIANA  
H. A. PRUYNE, Manager.

Members:  
American Warehousemen's Assn., Central Warehousemen's Club, American Chain of  
Warehouses.

## LOUISVILLE, KENTUCKY

Carry Spot Stocks in Louisville

Where Concentrates the Golden Flood  
of Ohio River Valley Commerce

Louisville Public Warehouse Co.

Louisville, Kentucky

W. N. Cox, President.

E. H. Bacon, Vice-President.

## SOUTH BEND, IND.

BELL PHONE 774

HOME PHONE 1693

**Woodworth's Storage and Transfer Line**

**FREIGHT TRANSFER AND HEAVY MACHINERY**

Furniture Moved in Vans and Stored in Fireproof or

Mill Constructed Bldgs.

OFFICE: REAR ROBERTSON HOTEL, EAST WAYNE STREET

Represented by

J. P. WOODWORTH

South Bend, Ind.

## LOUISVILLE, KY.

**SAFETY**

**TRANSFER & STORAGE CO., INC.**

Offices 105 S. Hancock St.

**HOUSEHOLD GOODS**

Moved, Packed, Stored, Forwarded

**AUTOMOBILE AND TRACTOR STORAGE**

Members I. F. W. A.

## BURLINGTON, IOWA

**LOW FREIGHT RATES**

To Us—From Us

The Mississippi marks the line between expensive shipments and economical redistribution. Carloads rehandled in Burlington take a low rate this far, and another low rate beyond. It is at this point that the C. B. & Q. break bulk on their westbound shipments. Through cars are made up daily for practically all points within a radius of 200 miles and all points of any consequence west.

**Mercer Transfer and Storage Company**  
Burlington, Iowa

## PARSONS, KANSAS

PHONE 78

P. O. BOX 593

NO TASK TOO GREAT—NO ITEM TOO SMALL  
SERVICE FIRST

**Parsons Transfer and Storage Co.**

PARSONS

1904 BROADWAY

KANSAS

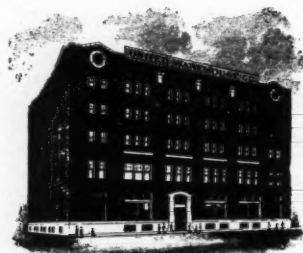
The Men Who Distribute

**Carey Salt**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## WICHITA, KANS.

A. F. JONES, President  
A. S. PARKS, Vice-President  
J. H. BRUCH, Sec'y and Gen'l Mgr.



WE OPERATE THREE OF  
THE FINEST FIREPROOF WAREHOUSES  
IN THE MIDDLE WEST



General Warehousing  
Storage, Forwarding and Distributing

ROCK ISLAND AVENUE & 2ND STREET

Loans Made on Warehouse Receipts  
Capital \$100,000.00

## ALEXANDRIA, LA.

## Carnahan's Transfer & Storage

Alexandria,

La.

Merchandise and Furniture  
Storage Distributors  
and Forwarders.

*Auto Truck Service*

The Men Who Distribute

### Frost Insecticide

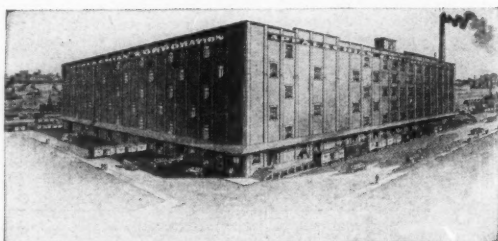
Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

### If Your City Isn't Represented Here

Put it on the shippers' map by  
inserting your card in this space.

## NEW ORLEANS, LA.

## APPALACHIAN SERVICE



SPACE—STORAGE—DISTRIBUTION  
and FORWARDING

To the WORLD'S COMMERCE

Through the

PORT OF NEW ORLEANS, U. S. A.

**STORAGE** We own the Largest Modern Public and Government Bonded Warehouse in the South. Contains 7,500,000 cubic feet, equal to more than 14 acres of surface storage facilities, caring for 3,000 carloads of material at one time. Our sidings have a capacity of 24 cars. Direct connection with all railroad and steamship lines entering New Orleans.

**DISTRIBUTION** Our facilities for giving our clients a Perfect Distribution Service are unequalled by any warehouse in the Southern States.

**FORWARDING** We maintain a well organized Freight Forwarding Department for both Import and Export business. We secure lowest freight rates, attend to validation of bills of lading, take out consular invoices, render customs service and deliver merchandise in proper time and condition to steamer or railroad.

FOR SERVICE ADDRESS **APPALACHIAN CORPORATION**  
INC. OF LOUISIANA

#### SPECIAL

Our Negotiable Receipts are Current in all financial centers. When desired we assist. We also arrange Marine Insurance and Advances on Carload Shipments.

LOUIS B. MAGID, President

South Peters, Thalia, South Front and Erato Streets

**NEW ORLEANS, U. S. A.**

"The City of New Opportunities"

## BANGOR, MAINE

**GUY P. BAILEY**

Storage Warehouse for Household  
Goods and Merchandise

Telephone Connection 75-85 French Street  
Bangor, Maine

## BALTIMORE, MD.

**THE KAUFMAN**  
Fire-proof Storage Warehouses



## BALTIMORE, MD.

Leonidas Levering, Pres.

**CENTRAL WAREHOUSE CO.**  
STORAGE—TRANSFER—SHIPPING

517-525 W. Baltimore St.

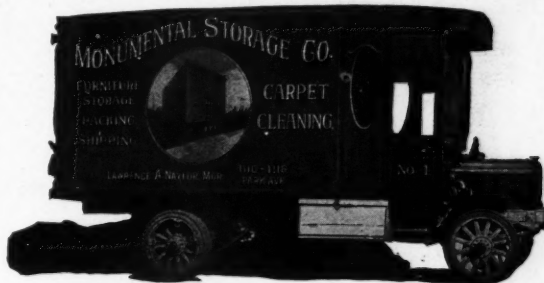
"DISTRIBUTING AGENTS"

Consign Your Pool-Cars Direct to Us. We Handle  
Everything

"EXPERT SERVICE" "LOW FIRE INSURANCE"

## BALTIMORE, MD

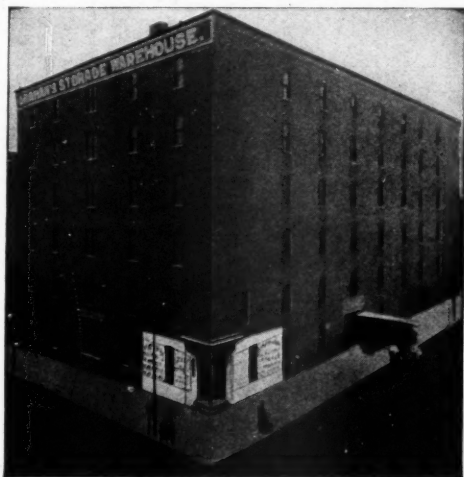
Send your Baltimore shipments to  
**MONUMENTAL STORAGE COMPANY**



## BALTIMORE, MD.

**Graham's Storage Warehouse***The Largest in Baltimore*

Established 1887 GEO. D. MAGRUDER, Pres. and Gen'l Manager



800 Storage rooms, one to ten Van load capacity.  
Vans load and unload in the centre of the building.

**MOVING — PACKING — SHIPPING**  
**MOTOR EQUIPMENT**

Send us your Baltimore Consignment

Members, N. Y. F. W. A. — I. F. W. A. — Baltimore, F. W. A.

## BALTIMORE, MD.

**Security Storage & Trust Company**

15 W. North Avenue

**FIREPROOF WAREHOUSES**  
**MOTOR EQUIPMENT**  
**EFFICIENT SERVICE**  
**TO WAREHOUSEMEN**

Members of

Baltimore Furniture Warehousemen's Association  
New York and Illinois Warehousemen's Associations  
National Furniture Warehousemen's Association

## BALTIMORE, MD.

Phone Gilmor 3000.

THOS. H. VICKERY, President.

**BALTIMORE STORAGE**  
**& MOVING COMPANY**

1710 to 1720 Edmondson Ave.

Members { N. Y. F. W. A. Fireproof Wh's'e in rear  
Balt. F. W. A.

The Men Who Distribute

**Carter Inx**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index



BOSTON, MASS.

ESTABLISHED 1880

**T. G. Buckley Co.****Expert Packers and  
Movers of Household Goods****BOSTON'S OLD RELIABLE FIRM****Modern Concrete Warehouse for  
Household Goods.****"Every Room a Fireproof Unit."  
Our Own Rug Cleansing Plant.****We can handle your Boston Business  
Efficiently**

OFFICE AND WAREHOUSE:

**690 Dudley St., Boston**Members { N. F. W. A.  
N. Y. F. W. A.

BOSTON, MASS.

**Northern Avenue Stores  
and Dock Corporation****New Haven Terminal Stores  
308-316 Congress Street, Boston, Mass.****Direct Track Connection  
New York, New Haven & Hartford Railroad  
Dockage for Steamers and Vessels****Storage of Wool, Leather and  
General Merchandise****Fort Hill Storage Warehouse****415-429 Atlantic Avenue****76-86 Purchase Street****General Merchandise****George W. Blinn, Manager**

BOSTON, MASS.

**Quincy Market Cold Storage and Warehouse Co.**  
**STORAGE FOR FREE AND BONDED MERCHANDISE****Special Attention  
Given to  
Distribution****Charles River Stores, 480,000  
sq. ft. Fireproof construction—  
Lowest Insurance Rates. Direct  
track connection with the Boston  
& Maine R. R. Deep Water Con-  
nection—Dock 500 ft. long.****Albany Terminal Stores, 143,000  
sq. ft. Fireproof construction—  
Lowest Insurance Rates. Direct  
track connection with the Boston  
& Albany R. R.****Constitution Stores, 60,000 sq.  
ft. Battery Wharf, 88,000 sq. ft.  
Wharfage and Storage. Connects  
with all railroads via Union  
Freight R. R.****GEORGE S. LOVEJOY, Manager, General Store Department.**  
**Main Office: 178 Atlantic Ave., Boston, Mass.**

**BOSTON, MASS.**

H. H. WIGGIN, PRESIDENT

S. G. SPEAR, TREASURER

**TERMINAL WHARF AND RAILROAD WAREHOUSE COMPANY**

50 Terminal Street

Charlestown District, Boston



Storage of Wool, Cotton and  
General Merchandise

LOWEST INSURANCE RATES  
DIRECT TRACK CONNECTIONS  
BOSTON & MAINE R. R.

SHIPPING DIRECTIONS  
MYSTIC WHARF  
BOSTON, MASS.

CARTAGE TO AND  
FROM FREIGHT STATIONS  
AND BOAT LINES

Fumigation of Foreign Cotton  
and Cotton Waste

AND OTHER MATERIALS AS REQUIRED  
BY U. S. GOVERNMENT

WEIGHING, SAMPLING, AND ALL  
SERVICES USUALLY PERFORMED  
BY AN UP-TO-DATE WAREHOUSE

**We will Lease or Build to Suit Tenants**

If the City to which you are shipping is not represented in this list, choose the nearest as the geographical arrangement will help you.

The Men Who Distribute

**Jiffy Desserts**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

**BROCKTON, MASS.**

Reinforced Concrete Construction  
Absolutely Fireproof

Private Rooms For

Household Goods, Pianos, Etc.

General Storage Warehouse

Merchandise—Distribution—Negotiable Receipts  
Issued

**Brockton Fireproof Storage Co.**

Telephone Connection

43 North Montello Street, Brockton, Mass.

**HOLYOKE, MASS.**

**Sheldon Transfer & Storage Co., Inc.**

ESTABLISHED 1870

Main Office 647 Main St.

Branch Office 47 Main St.

**SPECIALISTS IN POOL CARS**

Storage Space, 50,000 sq. ft. N.Y.N.H. & H. and B. & M. Sidings

**HOLYOKE, MASS.**

# HOLYOKE WAREHOUSE CO.

Park and Crescent Streets

**MODERN FIREPROOF  
WAREHOUSE**

B. & M. R. R. Siding

We specialize in Merchandise Distribution, Pool Cars or Spot Stocks, Yard Storage, New Autos, Trucks, Farm Implements and Machinery.

**TRY OUR SERVICE**

**Heavy Haulage**

**Truck Service**

## NEW BEDFORD, MASS.

## NEW BEDFORD STORAGE WAREHOUSE CO.

Modern Sprinklered Warehouses, Approximately 400,000 sq. ft. Floor Space.

**Low Insurance Rates**

### Excellent Rail and Water Connections

N. Y., N. H. & H. R. R. and New Bedford Line, from Pier 40, North River, New York. Daily sailings.

We operate a large, modern pier and storage shed on 25-ft. channel.

### Distribution and Pool Car Shipments Solicited

## SPRINGFIELD, MASS.

## Central Storage Warehouse Incorporated

HAVE THE BEST OF EQUIPMENT FOR HANDLING ALL KINDS OF SHIPMENTS

### FIREPROOF FURNITURE STORAGE

Office: 315 Bridge Street Warehouse: 270 Liberty Street  
Springfield, Mass., U. S. A.

## BATTLE CREEK, MICH.

### Household Goods Warehouse

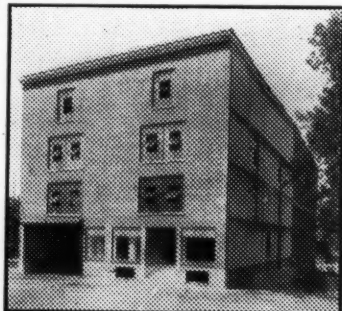
Pool Car Distribution of Merchandise.

Sales Rooms.

**MOTOR TRUCK SERVICE**

Emerson Storage & Sales Co.

21 Locust St.,  
Battle Creek, Mich.



## BAY CITY, MICH.

The

## Riverside Truck & Storage Co.

**GENERAL MERCHANDISE DISTRIBUTION**

Storage of Household Goods and Merchandise.  
Car Load Lots and less than Car Load Lots.

Private Railroad Track—Slidings on all railroads entering Bay City.

Office & Warehouses:

Cor. 2nd & Adams St., Bay City, Mich.

## BAY CITY, MICH.

G. VAN HAAREN

V. VAN HAAREN

## P. Van Haaren & Sons Storage Co.

**FIRE PROOF STORAGE**

Steel Compartments for Furniture Storage

**GENERAL TRANSFER LINE**

**MOTOR TRUCK SERVICE**

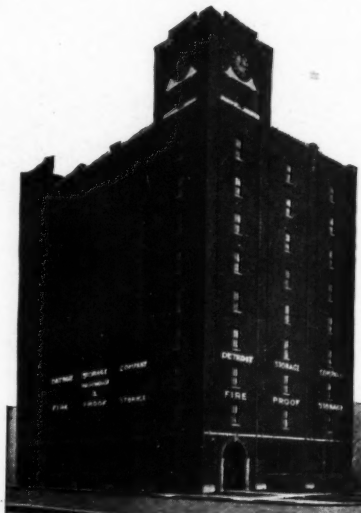
Est. 1880

BAY CITY, MICHIGAN

## DETROIT, MICH.

DETROIT'S LEADING MOVERS.

## Detroit Storage Co.



Main Office and Fireproof Warehouse

**MOVING, PACKING, SHIPPING**

**MOTOR EQUIPMENT**

Corner East Grand Boulevard and Beaubien St.,  
DETROIT, MICH.

## DETROIT, MICH.

## Detroit, Michigan

### GENERAL STORAGE AND DISTRIBUTING COMPANY

Main Offices

**5680 FEDERAL AVENUE**

Ship Us Your Carloads for Distribution  
Forwarding, Distributing and Reshipping Agents

**CUSTOM HOUSE BROKERS EXPERT TRAFFIC SERVICE**

50 Car Truck Space on M. C. R. R. and Grand Trunk  
Motor Trucks 1 to 10 Ton Capacity

## DETROIT, MICH.

## Michigan Warehouse Co.

**COMMERCIAL WAREHOUSEMEN AND CARLOAD DISTRIBUTORS**

Leslie R. Horn, Pres. and General Mgr.

Office: 124 West Larned St., Detroit, Mich.



## DETROIT, MICH.

*Roehl Bros*

## STORAGE

We have every facility to handle  
your Detroit Shipment.

## Address

Office: 526 Alfred St.  
Detroit, Mich.

## DETROIT, MICH.

## Shekell Moving Van Company

Fireproof and Non-Fireproof  
Warehouses.

Merchandise Distribution  
and

Household Goods Storage.

24 Motor Trucks in  
Operation.

127-129 Grand River Ave. Detroit, Mich.

## DETROIT, MICH.

## THE ORIGINAL

## Turner Cartage Company

EST. 1880

GENERAL WAREHOUSEMEN

MOVING—PACKING—SHIPPING

MOTOR TRUCKING—TEAMING

MACHINERY MOVERS—RIGGERS—ERECTORS

## MAIN OFFICE:

334 Lafayette Blvd.  
Main 2660  
Detroit, Mich.

## WAREHOUSES:

No. 1—334 Lafayette  
No. 2—365 Howard  
No. 3—MCRR & Beaubien St.

## GRAND RAPIDS, MICH.

Furniture Manufacturers  
Warehouse Company

GRAND RAPIDS, MICH.

Have you ever considered Grand Rapids as a distributing center for your product? If you have not we would like to direct your attention to this City as the logical distributing point for Michigan and surrounding territory.

Grand Rapids has five steam Railroads and two Electric Lines in addition to Motor Truck Service to a number of near-by towns, and we believe an investigation would prove that you might warehouse and distribute a considerable amount of business from this City.

This company will have completed and in operation, January 1, 1921, the most modern and up-to-date fireproof warehouse in Michigan. We will have 100,000 square feet of floor space and the entire building equipped with Automatic Sprinklers, thereby guaranteeing our customers the lowest possible rate of insurance. We will also have every facility for handling a general merchandise storage business, including cartage and reshipping.

Our warehouse is located on two railroads. We have free switching from all lines and we are only four blocks from the business district of the City and two to eight blocks from all freight stations.

If you are interested in distributing your product in this territory we will be pleased to give you full information in regard to rates and service.

## GRAND RAPIDS, MICH.

## Kent Storage Company

59 to 69 Front Ave.

Grand Rapids, Mich.

Branch at Battle Creek, Mich.

General Merchandise Distribution.

300,000 Sq. Ft. Sprinkler Warehouses.

Free switching on all R.R.'s entering Grand Rapids.

Motor Truck Equipment.

## COLD STORAGE PLANT

(Temp. Zero to 40°)

600,000 Cubic Ft. Cold Storage Space.

Member National League of Commission Merchants.

Law Tariffs, Schedule of Rates submitted upon application.

## Michigan's Logical Distributing Point

Liberal advances.

Negotiable warehouse receipts issued.

## FLINT, MICH.

## ALLEN STORAGE CO.

HOUSEHOLD GOODS EXCLUSIVELY

MOTOR TRUCK SERVICE

STORAGE :: PACKING :: SHIPPING

Office: 615 E. Sixth Ave.

Member A. W. A. FLINT, MICH.

## GRAND RAPIDS, MICH.

Shank Fireproof Storage  
Company

Largest Fireproof Storage Warehouse in Western Michigan.

Merchandise and Household Goods.

Members I. F. W. A.

## GRAND RAPIDS, MICH.

## Elston Packing &amp; Storage Co.

Storage household goods and merchandise. Seven warehouses with over 200,000 sq. ft. of floor space.

Members of the Illinois Warehousemen's Assn., New York Warehousemen's Assn. and American Warehousemen's Assn.

GRAND RAPIDS, MICH.

The Men Who Distribute

## Fairy Soap

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## HIGHLAND PARK, MICH.

**MARVIN SPRAGUE**

**STORAGE and CARTAGE  
MOVING, PACKING and SHIPPING  
EXPRESSING**

OFFICE AND WAREHOUSE

2170 HAMILTON BLVD.

HIGHLAND PARK, MICHIGAN

## LANSING, MICH.

**Fireproof**

**Storage & Transfer Company**

Central Michigan Distributing point for pool car shipments. We have the only modern fireproof warehouse in the city for storage of Merchandise, Automobiles, H. H. Goods. Private siding on P. M. R. R. connecting with M. C., N. Y. C. & G. T. Railroads.

**MOTOR TRUCK SERVICE**

## LANSING, MICH.

**Lansing Storage Company**

Exclusive Household Goods Storage

Moving, Packing, Shipping

Motor Van Service for Inter-city Work

"We know how"

412 No. Washington Ave., Lansing, Mich.

## JACKSON, MICH.

**Jackson Storage & Trucking Co.**

409 to 425 Liberty St., Jackson, Mich.

Separate Fireproof Locker Rooms. Motor Vans for City and Long Distance Moving. Storage and Packing Household Goods. Warehouse Space. Negotiable Receipts Issued.

General Distribution and Storage of Merchandise

Railroad Sidings on all Roads Entering Jackson

## SAGINAW, MICH.

**CENTRAL WAREHOUSE CO.**

GENERAL WAREHOUSEMEN AND FORWARDERS

**MERCHANDISE DISTRIBUTION**

SPRINKLER SYSTEM

Private Sidings M. C. R. R.

SAGINAW, MICH. Office N. Michigan Ave.

## JACKSON, MICH.

**Shaw Storage & Transfer Co.**

107 Michigan Ave., Jackson, Mich.

H. A. SHAW, Proprietor

Prompt Service—Private Rooms—Popular Rates.

**MOTOR TRUCK SERVICE**

AUTO AND WAGON EXPRESS—PACKING—MOVING—STORAGE

## DULUTH, MINN.

**SECURITY STORAGE & VAN CO.,**

14 EAST MICHIGAN ST.

STORAGE AND TRANSFER  
OF HOUSEHOLD GOODS  
AND MERCHANDISE

**POOL CAR DISTRIBUTORS**

Located on Terminal Tracks

No Switching Charge

## MINNEAPOLIS, MINN.

Make Your Shipments In Care of

**BOYD of Minneapolis**

Forty Motor and Horse-drawn Vans,  
Fireproof Warehouse, 1,250,000 cu. ft.  
Freight-house, Trackage for over 20 cars

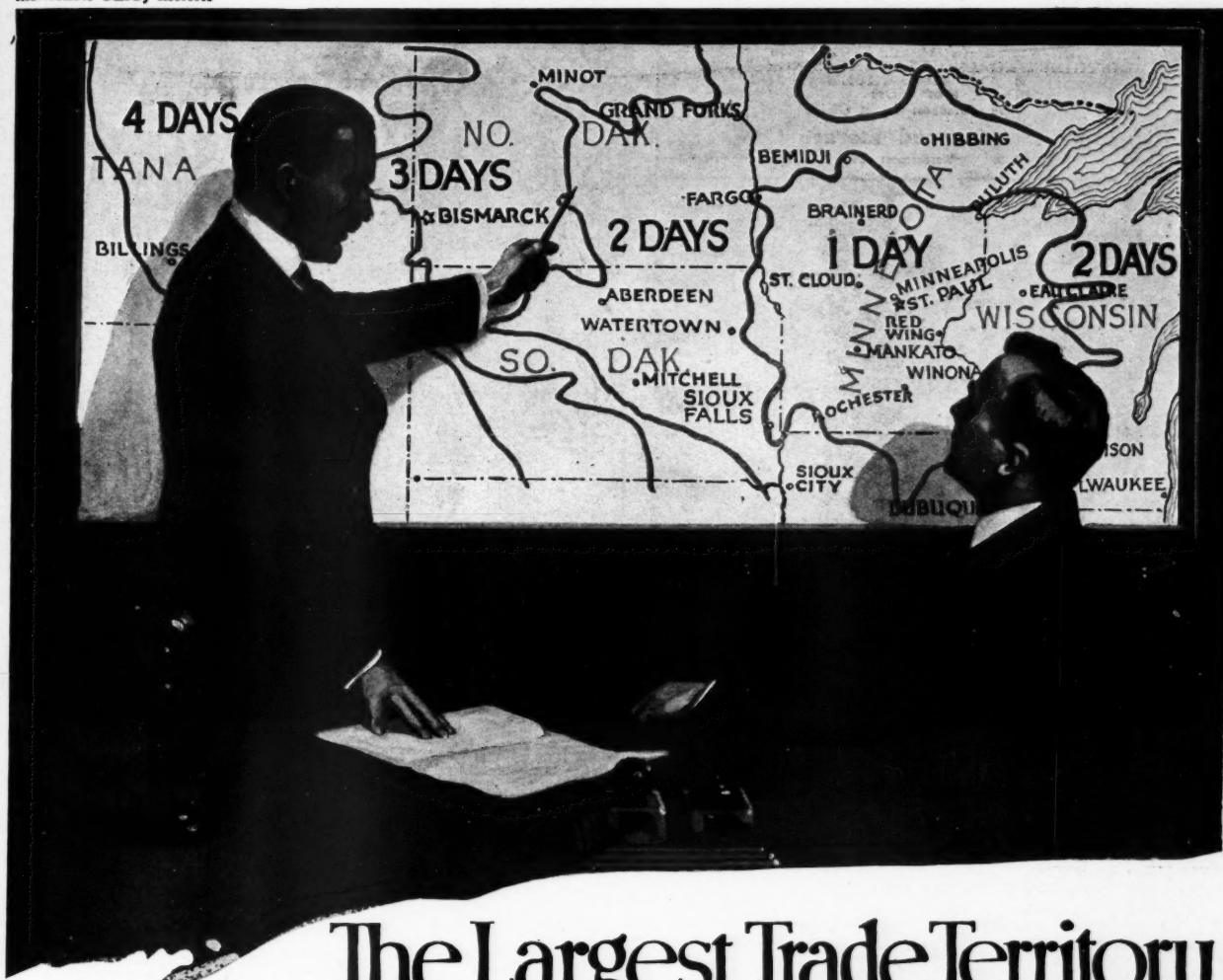
*Specializing Household Goods*

**THE BOYD TRANSFER & STORAGE CO.**

400 EAST LAKE STR.

MINNEAPOLIS

MINNEAPOLIS, MINN.



## The Largest Trade Territory West of the Mississippi

is served by nine Railroads, four of which are transcontinental, comprising 27,000 miles of track and covering 500,000 square miles in area. Minneapolis is the natural gateway to this territory and the largest city. The map shows the time required to make freight deliveries within this trade area from Minneapolis. The first day delivery serves 2,000,000 people, the second day delivery another 2,000,000, the third and fourth day deliveries each 1,000,000 people.

**SECURITY WAREHOUSE COMPANY**  
Minneapolis, Minnesota.

Established 1883



## MINNEAPOLIS, MINN.

ALL RAILROADS LEAD TO BOTH OUR FIREPROOF  
AND NON-FIREPROOF WAREHOUSES  
DISTRIBUTING AND WAREHOUSING  
MERCHANDISE AND HOUSEHOLD GOODS  
TRUCK SERVICE

*Regular Trips Between Twin Cities*

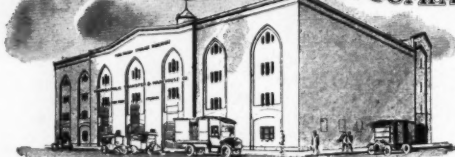
**Cameron Transfer and Storage Co.**

Main Office, 420 Second Avenue South

Warehouses: 734 to 758 North Fourth Street

## MINNEAPOLIS, MINN.

MINNEAPOLIS TRANSFER  
& WAREHOUSE COMPANY



## FIREPROOF

Locked Private Fireproof Rooms for Storage of Household Goods. Lowest Insurance  
Rate in Minneapolis.

**MOVING—PACKING—SHIPPING**

POOL CAR DISTRIBUTORS

Complete Fleet of Auto and Horse Vans.

The Men Who Distribute

**Kodaks**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## MINNEAPOLIS, MINN.

**Skellet Company**

MINNEAPOLIS

*1,000,000 cubic feet*

Fireproof Storage  
Merchandise and Household  
Goods

We issue our own insurance, authorized by State Insurance  
Commission

Bonded to the State of Minnesota for \$50,000

## ST. PAUL, MINN.

St. Paul

Minn.



*Distributors and Handlers of*

**HOUSEHOLD GOODS**

## MINNEAPOLIS, MINN.

## OFFICERS

W. P. TRICKETT, PRESIDENT  
T. J. SKELLET, VICE PRES.  
I. A. THORSON, SECY & TREAS.  
W. J. BUCHANAN, MANAGER

## DIRECTORS:

SEWALL D. ANDREWS  
NORTON M. CROSS  
J. A. GRAHAM  
M. SCHIBSBY  
T. J. SKELLET  
I. A. THORSON  
W. P. TRICKETT

MINNEAPOLIS TERMINAL  
WAREHOUSE COMPANY



OUR RATES ON FILE WITH STATE OF MINNESOTA BY WHOM WE ARE LICENSED UNDER \$ 50,000 BOND

Dear Mr. Distributor:

*Minneapolis,*

November 1, 1920

In warehousing, as in every other line of business, efficiency lies in specialization. Efficient warehouse service is not a question of how high or low the cost, but how much you can save over your present cost of distribution. We are specializing in reforwarding service. Place your stocks, for distribution throughout the northwest, with us and insure prompt, efficient service at maximum saving in distribution cost. Our Traffic Department is in close touch with all matters pertaining to transportation throughout the northwest and will gladly co-operate with you in working out an efficient plan of distribution. Yours truly,

MINNEAPOLIS TERMINAL WAREHOUSE COMPANY

*W. J. Buchanan*  
Manager

WJB L

## ST. PAUL, MINN.

**The Central Warehouse Co.**

Minnesota Transfer, Minn.

**Merchandise, Bonded and Cold Storage  
Industrial Sites**

At the junction of nine railroads, midway between the Twin Cities. L. C. L. shipping without carting. Motor trucks for local deliveries. 40 acres of ground. Six miles of trackage operated by our electric locomotives.

## ST. PAUL, MINN.

**St. Paul  
Terminal Warehouse Co.**Eighth, Ninth, Locust and Willius Streets  
St. Paul

Fireproof buildings of newest construction, equipped and organized to give warehouse service. Served by all railroads entering the Twin Cities. Merchandise exclusively.

**DISTRIBUTION—STORAGE—  
SPACE RENTALS**

Automatic insurance placed on receipt of your goods, if desired.

## ST. PAUL, MINN.

**Kedney Warehouse Co.***Commercial Storage and Forwarding*

St. Paul Warehouse Minneapolis Warehouse,  
9th and Broadway 8 to 22 Hennepin Ave.

Private sidings and free switch connections with all roads

Our own motor trucks operating in and between both cities.

## KANSAS CITY, MO.

**W**E will not call your attention to our modern, wonderfully equipped, fireproof warehouse building, with a 16c. insurance rate and located in the very heart of the implement and freight depot districts, but wish to concentrate your attention upon the consistent, efficient organization we have in our warehouse building. We are in a position to render you service that cannot be equaled in Kansas City, and our rates, we guarantee, will leave you with a profit.

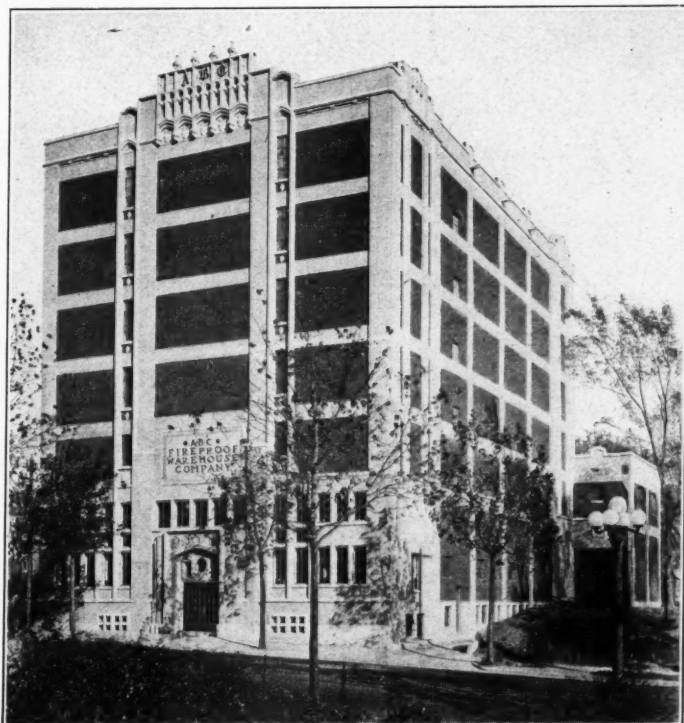
**L. T. CRUTCHER WAREHOUSE CO.**

Distribution and Warehousing

1411 St. Louis Ave.

Kansas City, Mo.

## KANSAS CITY, MO.



OUR NEW WAREHOUSE

**Your  
Kansas City  
Shipments**

consigned in our care will be handled with a degree of promptness and intelligence that will safeguard your own interests and give an added confidence to your customer.

*Send Carloads to  
Track 5510 Kansas City Terminal*

**A-B-C  
Fireproof Warehouse  
Company**

— 4 Fireproof Warehouses 4 —

Do you know

Kansas City is the second  
largest railroad center in  
the United States?



Kansas



# City, MO.



BROKER'S OFFICE *and*  
WAREHOUSE COMPANY

General Merchandise  
Storage

L. T. CRUTCHER  
WAREHOUSE COMPANY

General Merchandise  
*and* Implement Storage

D. A. MORR TRANSFER  
*and* STORAGE COMPANY

General Merchandise  
*and* Household Goods

CENTRAL  
STORAGE COMPANY

*Formerly—*  
CLAGETT STORAGE & TRANSFER CO  
NEWBY TRANSFER & STORAGE CO  
General Merchandise  
Storage

EMPIRE STORAGE  
*and* ICE COMPANY

Cold Storage  
*and* Merchandise

SOUTHWEST  
WAREHOUSE CORPORATION

General Merchandise  
Storage

ADAMS TRANSFER  
*and* STORAGE COMPANY

General Merchandise  
Storage *and* Cartage

## KANSAS CITY, MO.

Fireproof Warehouse  
Convenient to All  
Freight Depots

Send your consign-  
ments in our care

Members of I. F. W. A.

**L. Leritz & Son**

2616-18-20 Warwick



Ins. Rate 22c

## KANSAS CITY, MO.

## KANSAS CITY, MO.

In order to please your customers bill their goods to us and shipment will be handled in our usual intelligent, prompt and careful manner.

Collections Made and Returned Promptly

38 Years in  
Business

Oldest Firm in  
City

Member: National Furniture Warehousemen's Association

**PERKY BROS.**

Warehouse, 2431-33 Prospect

Branch Office, 217 E. 10th Street

AUTO VAN SERVICE

## KANSAS CITY, MO.

HOMER L. FARR, Mgr.

## The Liberty Warehouse

1225-7 UNION AVENUE

Located in the heart of the wholesale district, with side tracks on Union Pacific. Specialists in the handling of distribution accounts.

Motor Service.

The Men Who Distribute

## Crystal Domino Sugar

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

The Men Who Distribute

## Union Matches

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

If the City to which you are shipping is not represented in this list, choose the nearest as the geographical arrangement will help you.

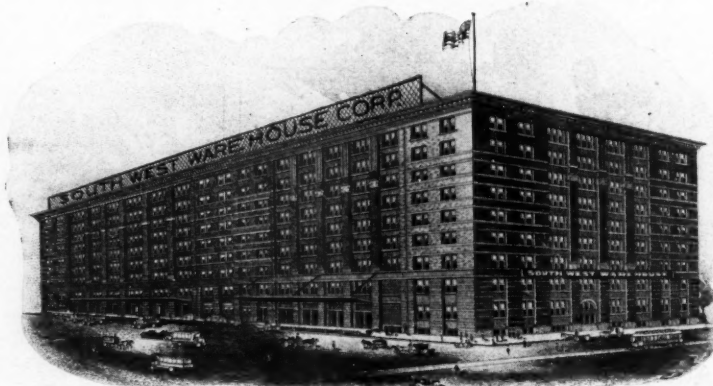
## KANSAS CITY, MO.

# SOUTHWEST WAREHOUSE CORP.

KANSAS CITY, MO.

19th and Campbell Sts.

Motor Service  
for City  
Shipments



Low  
Insurance  
Rates

Modern Fireproof Warehouse, Nine Floors, 560,000 Square Feet

### LOCATION

ON KANSAS CITY TERMINAL RAILWAY CO.

L. C. L. SHIPPING WITHOUT DRAYAGE.

STORAGE

DISTRIBUTION

SPACE

ST. LOUIS MO.

**A Terminal-Transfer Company with an Ability to Serve**

**ST. LOUIS**  
**Most Central**  
**Distribution**  
**Point in**  
**United States**

Nine Freight Depots; One Mile of Platforms  
 More than 250,000 Square Feet of Storage  
 and Warehouse Space

225 Teams and 75 Motor Trucks

We are especially well equipped for the prompt handling of consolidated cars for distribution both locally and for points beyond. When consigned care Columbia Terminals Company (La Salle Street Station) you get the benefit of

**Daily Package Car Service**  
 from St. Louis to the West, Southwest and Southeast.

**Leased Motor Truck**  
**Service - By Hour, Day or**  
**Contract -**

**COLUMBIA**  
**TERMINALS CO.**

**America's Largest**  
**Terminal-Transfer**  
**Organization**

**\$2,000,000 Capital**

ST. LOUIS, MO.

SHIP TO

# J. BROWN

## STORAGE COMPANY

L. L. LEONARD, PRES.

Thirty-six years of Efficient Service in moving, packing, shipping and storing of household furniture. A record to be justly proud of.



Modern equipment and devices for the handling of our business. We assure you prompt attention to all shipments forwarded to us.

SHIPMENTS SOLICITED

Warehouse & Office  
 3446-48 LINDELL AVENUE



## ST. LOUIS, MO.

**BEN A. LANGAN**  
FIREPROOF STORAGE CO.5201 to 5209 Delmar Ave.  
ST. LOUISExpert Movers and Forwarders of  
HOUSEHOLD GOODS

Our Auto Truck Service is Unexcelled

## LINCOLN, NEBR.

**Globe Delivery Co.**

Merchandise and Furniture Storage

Distributors and Forwarders

5 Warehouses—Trackage

*Write us for explanation of Lincoln's advantages as a distribution center*

## BILLINGS, MONTANA

**Billings Warehouse & Trading Co.**

Incorporated

204-216 North 21st Street

Branch House Service for  
National Distributors

Investigate the immense and rapidly developing territory for which Billings is the best distribution center.

## LINCOLN, NEBR.



**W**HEN you select your distribution and warehousing facilities for this territory take advantage of the experience and good reputation of this organization.

General Merchandise Storage and Distribution  
Household Goods Storage, Moving and Shipping**STAR VAN & STORAGE COMPANY**

LINCOLN

NEBRASKA

## LEWISTOWN, MONTANA

**Duggan Transfer Company**

LEWISTOWN, MONTANA

Pool Car Distributors

Fire Proof Warehouse

## OMAHA, NEBR.

**FIDELITY**  
STORAGE & VAN CO.

1107-11 HOWARD STREET

Exclusive Household Storage

Removals — Packing — Forwarding

All Collections Promptly Remitted

MEMBERS { National Furniture Warehousemen's Association  
Central Warehousemen's Club

## MISSOULA, MONT.

**Security Warehouse & Transfer Co.**

(Incorporated)

Warehousing of every description: Storing, Packing, Carting, Shipping. R.R. Siding. Manufacturers' distributors. We solicit your Western Montana shipments.

**If Your City Isn't  
Represented Here**Put it on the shippers' map by  
inserting your card in this space.

The Men Who Distribute

**Durkee's Salad Dressing**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

The Men Who Distribute

**Epsom Salts**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## OMAHA, NEBR.

**Gordon Fireproof Warehouse & Van Co.**

Main Office: 219 NORTH 11th STREET

Six warehouses covering over one city block. 200,000 square feet of floor space. Four warehouses equipped with automatic sprinkler systems.

Warehouses served by private tracks on the C. B. & Q. and the C. & N. W. (joint track); and the Illinois Central. All roads absorb switching charges.

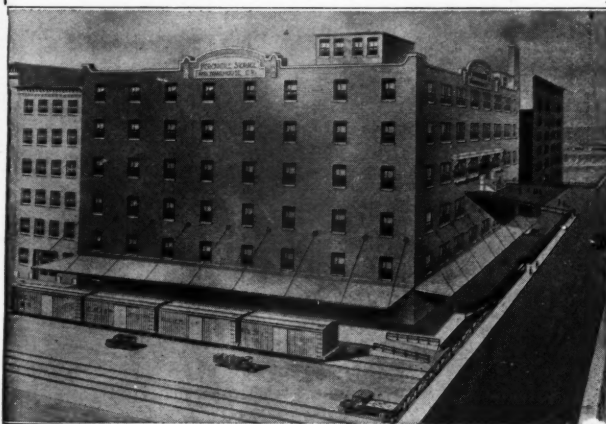
Accommodations for brokers, jobbers, automobile manufacturers and dealers.

**Household Goods Packed, Stored and Forwarded**

**MOVING — TRANSFER — FORWARDING**

MEMBER { New York Furniture Warehousemen's Association.  
Illinois Furniture Warehousemen's Association.  
Central Warehousemen's Club.  
Pacific Coast Furniture Warehousemen's Association.

## OMAHA, NEBR.

**NEW FIRE PROOF BUILDING**

1,500,000 Cubic Feet Storage and Leasing Space, Sample Rooms, Office Space, Merchandise, Storage and Distribution Exclusively.

**Mercantile Storage & Warehouse Company**

Omaha, Nebraska.

*We Specialize in Merchandise Distribution*

## OMAHA, NEBRASKA

**"ADEQUATE FACILITIES WHEREVER GOODS GO"**

We have every facility for handling whatever goods may be offered us

**OMAHA FIREPROOF STORAGE CO.**

16th and Leavenworth Sts.

Omaha, Nebraska

## OMAHA, NEBR.

THE  
**"CITY OF OPPORTUNITY"**

Represented by the

**Pacific Storage & Warehouse Co.**

1007-9-11 JONES STREET

We have studied the problems of the national distributor of manufactured articles and merchandise and have both the experience and facilities to care for business of this kind in a way that will satisfy the most critical.

Write us about the goods you have to be distributed in this territory and we shall be glad to quote prices for delivery, storage or reshipping.

**MOTOR TRUCK SERVICE — 75,000 SQUARE FEET OF STORAGE SPACE**

Members of the Central Warehousemen's Club

## MANCHESTER, N. H.

**I. BONNIN & SON**  
**STORAGE WAREHOUSE AND**  
**GENERAL TRUCKING**

325 ELM STREET

## ATLANTIC CITY, N. J.

**ELDRIDGE EXPRESS and STORAGE WAREHOUSE CO.**

Office: 110 N. South Cardina Avenue

Inter-City Auto Service

Heavy Hauling



Railroad  
Siding and  
Storage Yard

Storage for  
Goods and  
Merchandise

Piano Moving

Phone 108 4

EAST ORANGE, N. J. Established 1887 R. T. BLAUVELT, Pres.

**LINCOLN STORAGE WAREHOUSES**

FIREPROOF NON-FIREPROOF MOTOR EQUIPMENT

Members of New Jersey—New York—Illinois—Southern  
Warehousemen's Associations

Principal Office, 85 MAIN STREET

NEWARK, N. J.

Phone 4370-1 Mulberry

Established 1882

**Mooney's Storage Warehouse**34-35-37 Van Buren St. 556-556 Market St.  
NEWARK, NEW JERSEY

We Store and Distribute Merchandise Only

NEWARK, N. J.

Estab. 1850

Jos. V. Lupo, Pres. & Treas.  
John F. Lupo, Sec.**JOB De CAMP, INC.**

80 PARK PLACE

Transfer of Household Goods Storage of Household Goods  
Freight, Heavy Haulage, Mdse., New Autos, Imple-  
Motor Service ments, Yard Storage.

Factory Distributors

N. J. W. A. Member of A. W. A. and N. Y. F. W. A.

NEWARK, N. J.

**Park Avenue Storage Company**

359-365 Park Avenue, Newark, New Jersey

Furniture and Warehouse Storage, Reinforced Concrete  
Buildings, on D., L. & W. R. R.

Inquiries solicited for storage and distribution.

Member New Jersey Association

NEWARK, N. J.

ESTABLISHED 1860

SHIP TO NEWARK'S LEADING  
FURNITURE and MERCHANDISE WAREHOUSE**KNICKERBOCKER STORAGE  
WAREHOUSE COMPANY**JOHN MULLIGAN  
PRES.JAMES E. MULLIGAN  
SEC. & GEN. MGR.MOVING, PACKING, DISTRIBUTING,  
SHIPPING, MOTOR EQUIPMENT

MEMBERS N. F. W. A. and N. J. F. W. A.

TRENTON, N. J.

"Expert Service"

**Arcade Express & Storage Co.**

Harry A. Douglass, Prop.

Merchandise and Furniture Storage Warehouse

Distributors and Forwarders

In Main Business Section of City

Motor Van Service

13-17 East State Street, Trenton, N. J.

Bill via any R. R.

NEWARK, N. J.

**LYON STORAGE CO.**

97 Canal Street, Newark, N. J.

Finest cold storage equipment and ample space in  
reserve at all times for use of our clients.Facilities for handling general merchandise are unex-  
celled in our territory.We make a specialty of pool car distributing and re-  
forwarding.We will forward, store or distribute your merchandise,  
anywhere. Greater New York or metropolitan Jersey  
district distribution done quickly and economically.  
Forwarding shipments for European, Latin-American  
and other foreign ports through the Port of Newark  
is service we have developed particularly well for con-  
venience of our clients.Feel free at any time to ask any special service. Your  
patronage or inquiry is solicited for any warehousing  
or distribution service. Details on request.**Lyon Storage Company**

TRENTON, N. J.

**Petry  
Express & Storage Co.**

(INCORPORATED)

STORAGE WAREHOUSES

MERCHANDISE and HOUSEHOLD GOODS

MOVERS—PACKERS—SHIPPERS

MOTOR VAN SERVICE

Carloads Distributed. Manufacturers' Distributors.  
Members—A. W. A.—N. F. W. A.

ALBANY, N. Y.

**SECURITY****STORAGE & WAREHOUSE CO., INC.**Jas. G. Perkins, Custom House Broker  
1 DEAN STREET

Storage, Transferring, and Forwarding

Direct Track Facilities

Pool Car Distribution

BINGHAMTON, N. Y.

**MOLLEN TRANSFER & STORAGE CO.**

—P. O. Box 872—

TWO WAREHOUSES  
SIDING ON ERIE WE SPECIALIZE IN

Merchandise Distribution—Pool Cars—also all classes Transfer Work.

Chamber of Commerce—Illinois and New York

Members { Furniture Warehousemen's Association.  
American Warehousemen's Association.



## BINGHAMTON, N. Y.

Member Chamber of Commerce

**JOHN B. SOUTHEE**

STORAGE WAREHOUSE AND VAN OFFICE

MOVING AND TRUCKING OF ALL KINDS

178 STATE STREET

Office Phone 1366  
House Phone 1799Residence,  
60 Moeller St.

## BINGHAMTON, N. Y.

**BINGHAMTON  
N. Y.**As an Ideal Distribution Center  
AlsoAs an Ideal Stop-Off for Grain  
and Grain Products, Export or  
DomesticWe Specialize on Large Con-  
signments, General Merchan-  
dise Storage, Warehousing and  
Distributing

CORRESPONDENCE SOLICITED

**WESTERN NEW YORK  
STORAGE WAREHOUSE**

## BRONXVILLE, N. Y.

**Gramatan Warehouse**

New, Modern and Up-to-Date Furniture Warehouse

ABSOLUTELY FIREPROOF

When sending shipments to Bronxville, ship to the  
GRAMATAN WAREHOUSE**Packing—Moving—Storage**

R. R. Siding on N. Y. Central Railroad.

F. B. VALENTINE  
ManagerTELEPHONES:  
DAY—Bronxville 1456  
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V.O.A.

N.Y.F.W.A.

The Men Who Distribute

**Bixby's Blacking**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## BROOKLYN, N. Y.

**When Shipping Your Household  
Goods**To or From Brooklyn  
Have It Done Right—And Right Means By**HARRAGAN**

"That's Me"

'Phone W'msb'g. 5047

Storing—Packing—Moving—Shipping

244-246 Havemeyer Street

Brooklyn, N. Y.

Mark Goods in Our Care, Eastern Dis-  
trict Terminal, Brooklyn

Member N. F. W. A., N. Y. F. W. A. and S. F. W. A.

## BROOKLYN, N. Y.

Cable Address, *Jenkintis*  
Western UnionLong Distance Phones  
3100-3101-3102 Bedford

ABSOLUTELY FIREPROOF

**Long Island Storage Warehouses**

Nostrand and Gates Avenues

BRANCH WAREHOUSES

881-891 Park Avenue

761-789 Kent Avenue

To save delay in consignments for delivery to any part of  
New York City or Brooklyn, mark goods in our care to "Eastern  
District Terminal, Brooklyn." This is the center of Greater  
New York—no delay due to congestion.

Try shipping this way. We know

## BROOKLYN, N. Y.

Established 1889

**Chas. D. Strang's  
Montauk Storage Company**

187-199 So. PORTLAND AVE.

178-180 So. PORTLAND AVE.

Fireproof Branch: 356-360 Coney Island Ave.

Send your shipments to Brooklyn in my care.  
Both your customers and yourself will receive  
prompt, careful and courteous attention.Storage, Moving, Packing and  
Shipping of Household Goods.

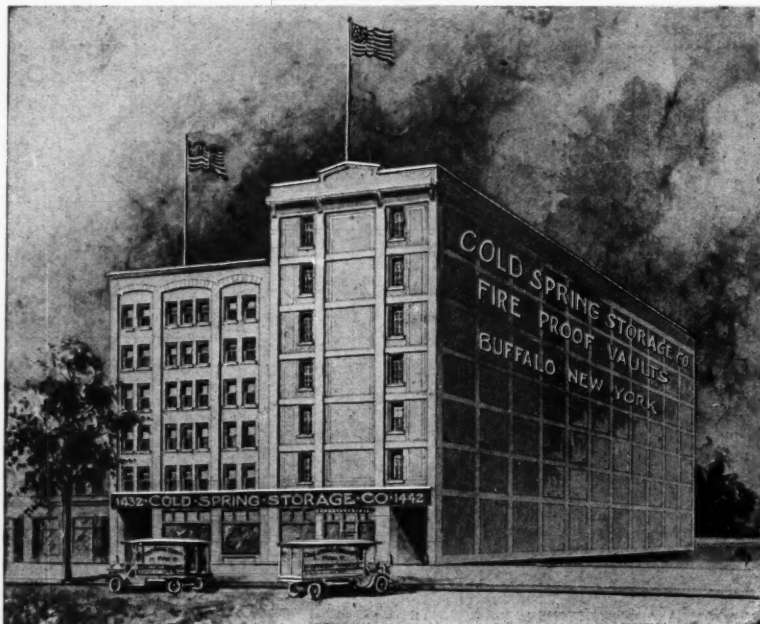
N. Y. F. W. A.

I. F. W. A.

S. F. W. A.

BUFFALO, N. Y.

WE WILL LOOK AFTER YOUR INTEREST AT BUFFALO



EXPERTS in storage, moving, packing and shipping household goods of every description.

Members of Buffalo Chamber of Commerce, Illinois Furniture Warehousemen's Ass'n, New York Furniture Warehousemen's Ass'n.

## Cold Spring Storage Company

J. W. POWELL & SON, Props. & Mangrs.

After

25 Years' Efficient Service  
We have recently completed a

### SEVEN STORY

"UP TO DATE"

## FIRE PROOF WAREHOUSE

The best in existence to-day; the last say in storage warehousing up-to-the-minute.

### NOW

With our trained corps of experienced and expert workmen, our five warehouses, our large fleet of auto moving van trucks, and unequalled facilities

WE ARE AT YOUR SERVICE

and solicit your Buffalo shipments.

BUFFALO, N. Y.

### BUFFALO STORAGE & CARTING COMPANY

STORAGE, TRANSFER AND  
FORWARDING

Warehouse on New York Central Tracks

BUFFALO, N. Y.

### O. J. GLENN & SON

Everything in the Line of Moving,  
Carting, Packing, Storage

OFFICE: 204 TERRACE STREET

BUFFALO, N. Y.

### Monarch Storage & Warehouse Co., Inc.

"SERVICE"

In distribution of goods for National Merchandisers.  
286-308 Elm St., Buffalo, N. Y.

BUFFALO, N. Y.

### "Our Own" Delivery & Storage Co.

157-167 Georgia St.

73-93 Front Ave.

Household Goods stored, packed  
and shipped by experienced men.

CONVENIENT TO ALL RAILROADS AND DOCKS.

ELMIRA, N. Y.

### WE SHIP SUDDEN

Located Main Line—D. L. & W. R. R. and  
Erie, Pa., L. V. railroads.

DISTRIBUTING AND WAREHOUSING

Best Warehouse in the Southern Tier.  
Low insurance.

Reference: Second National Bank,  
Chemung Canal Trust Co.  
and many mercantile houses.

### JOSEPH BIMBERG SONS

Elmira, N. Y.

ELMIRA, N. Y.

### Elmira Storage & Sales Co., Inc.

BEST DISTRIBUTING POINT in Western New  
York and Pennsylvania.

Warehouse, 50,000 square feet floor space, can accommodate 100 cars of merchandise.

Free switching privileges D., L. & W., Erie, Penna. and L. V. railroads. Switch enters building; can load and unload under cover.

General Merchandise and Storage. Forwarding and Transferring a specialty.

Competent help in office and warehouse. We can be used as a branch house at no extra expense.

We do our own trucking.

## FLUSHING, N. Y.

**Blackham Storage & Trucking Co.  
INC.**

We do a general storage, moving, carting and packing business covering Flushing and Long Island. Try our service, you'll like it.

OFFICE: 72-74 GROVE ST., FLUSHING, NEW YORK

## GLEN FALLS, N. Y.

**H. A. STEVENS & SON**

Furniture and Merchandise Storage. Local and Long Distance Moving, Packing, Crating.

## NEW YORK, N. Y.

"Every Room is an Actual Vault"

**Atlas Fireproof Storage  
Warehouse Co.**

157 159 West 124th Street (near Seventh Ave.)

Moving—Packing—Storing—Shipping  
A terminal of every railroad in immediate vicinity. Bill "Harlem Terminal." Automobiles taken in dead storage.

Consign your shipment to us for proper attention.

NYFWA

VOA

## NEW YORK, N. Y.

**CAMPBELL  
STORES**

WAREHOUSEMEN  
& TRUCKMEN

**Hoboken, New Jersey**

Just Across the River From New York City

TELEPHONE HOBOKEN 1576

## NEW YORK, N. Y.

*Important Announcement***Warehouse Receipt and Fire Insurance Policy  
—both in one document**

**A**NOTHER INNOVATION in storage warehousing—*Insured Warehouse Receipts!*

Perfecting the feature of Automatic Commodity Insurance which it originated last year, Independent Warehouses, Inc., has just put into operation a plan under which the warehouse receipt issued to the customer is, at one and the same time, the fire insurance policy.

The *Insured Warehouse Receipt* contains a clause, *printed on the face of the receipt*, certifying that the commodities are insured for a specific sum, based on the value declared by the customer.

MEMORANDUM FOR BANKERS—*This plan obviates the usual trouble and risk involved in obtaining, scrutinizing and caring for separate insurance policies as necessary documents incident to loans made against warehouse receipts.*

The cost of the insurance under this *new* plan is no more than the cost of separate policies under the *old* method.

The insurance is automatic—it takes effect *immediately* upon the arrival of the commodities at the warehouse platforms, bulkheads, or in the streets adjacent thereto.

Another vital feature: the insurance passes current to the holder of the receipt for value immediately upon its negotiation, as his interest may appear.

Full details on request.

**INDEPENDENT WAREHOUSES, Inc.**

415-427 GREENWICH STREET

NEW YORK



# What Do You Know About the Warehouses in Wallasaba?



PROBABLY you have never asked that question for the reason that Wallasaba, so far as is known, is not a logical distribution point for any territory. But what distribution manager, what traffic manager has not asked a similar question concerning the warehouses in some city through which he wishes to distribute or in which he wishes to establish new warehouse connections?

Here, in the Shippers' Index of *Distribution & Warehousing*, every month, Mr. Distribution Manager, arranged for your convenience and ready reference, is the information you need about the leading warehouses in your logical distribution centers. The warehouse and forwarding companies whose facilities are here listed are deserving of your first consideration. They are the progressive, reliable, experienced business builders with whom you should get in touch and with whom you will be glad to be associated.

Distribution and traffic managers of the country's largest manufacturing distributors regularly read *Distribution & Warehousing* and consult the Shippers' Index. You either are or should be one of them. It's a profitable practice.

And to you, Mr. Warehouseman, whose facilities are not listed as yet in the Shippers' Index, let us say, just write us and we'll tell you how to proceed to have it done.



## DISTRIBUTION & WAREHOUSING

Mallers Building  
Chicago

Guardian Building  
Cleveland

239 W. 39th St.  
New York City

## NEW YORK

## Your New York Clients Are Used to Quick Business Methods

*—Let us help you keep them satisfied.*

Our vast experience in the busiest distributing center in the world has fitted us to render the most complete service obtainable.

We are essentially receivers, forwarders and distributors of all kinds of merchandise. We are centrally located and have access to all steamships, railroad piers and terminals.

You can be assured that your patrons will receive prompt and efficient handling of their goods.

*Write our traffic expert for full information on any problem you have in this territory.*

We Also Handle  
the Grinding of

**Shellac**

**Soda**

**Gums**

(Output capacity per  
day—eight to ten  
tons.)

*Distributors for New York—Brooklyn—Long  
Island—Newark—Jersey City—Hoboken and  
all points within a ten mile radius of New  
York City.*

**STORAGE** — of  
general merchan-  
dise—Tea Bonded  
Warehouse.

**CARTAGE** — a  
large fleet of mo-  
tor trucks always  
at your service.

**SAMPLING** —  
We employ ex-  
perienced samplers  
on all kinds of  
merchandise.

## East Coast Warehouse Co., Inc.

284 Monroe Street, New York, N. Y.

WM. C. DUNCAN  
President

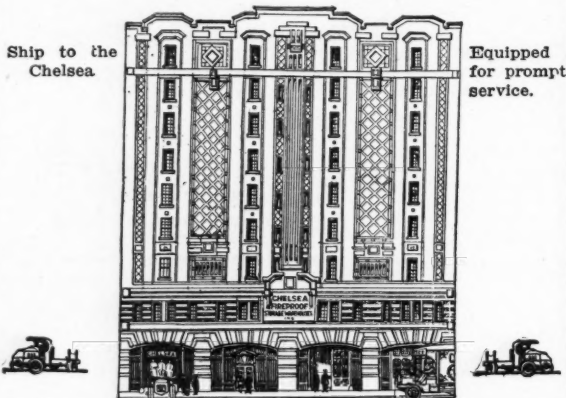
C. R. DUNCAN  
Sec'y-Treasurer

W. J. CARNAHAN  
Manager

## NEW YORK, N. Y.

**Chelsea Fireproof Storage Warehouses, Inc.****COMPLETE SERVICE TO SHIPPERS**

Storage, Moving, Packing, Shipping, Express  
and General Trucking



Our Harlem Warehouse

**Chelsea Fireproof Storage Warehouses, Inc.**

LOUIS SCHRAMM, Pres. WM. F. HAHN, Secy and Treas.

Main Office  
426-434 West 26th St.

Harlem Branch  
112-120 West 107th St.

Members of  
New York Furniture Warehousemen's Association  
Illinois Furniture Warehousemen's Association  
The Merchants' Association of New York

## NEW YORK, N. Y.

**Julius Kindermann & Sons**

Three large fireproof storage warehouses adjacent  
to Washington Heights and all counties  
in Westchester section

1360-62 Webster Avenue, near 170th Street, Bronx

## NEW YORK, N. Y.

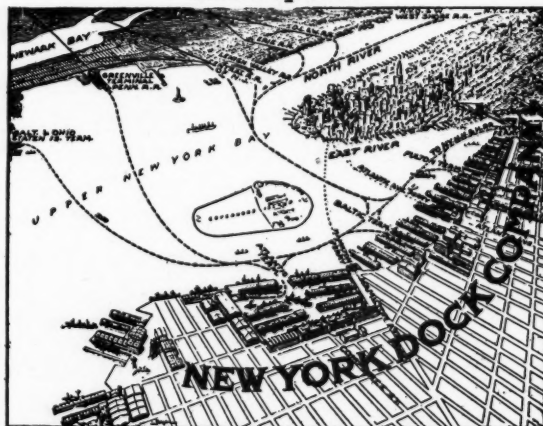
**Mott Haven Storage Warehouse Co.**

Fireproof and Non-fireproof Warehouses  
Factory Distributors — Motor Service

Adjacent to all Bronx Terminals. Economic and  
Satisfactory Service

THIRD AVENUE AND 140th STREET

## NEW YORK, N. Y.

**Largest Bonded and Free Warehouse  
and Pier System in the Western  
Hemisphere**

Occupying approximately 2½ miles of the Brooklyn waterfront.

159 BONDED AND FREE WAREHOUSES having a storage capacity of 65,435,000 cubic feet or 116.2 acres of floor space.

34 PIERS

20 MANUFACTURING BUILDINGS

3 RAILROAD TERMINALS

Buildings for lease with lightering and railroad facilities

**NEW YORK DOCK COMPANY**

44 Whitehall Street, New York

Calendar showing map of New York Harbor sent on request

## NEW YORK, N. Y.

**MORGAN & BROTHER**

Storage Warehouses  
and Motor Vans

G. E. TACKER, Manager

MOVING STORAGE PACKING

Our reputation for handling collections on consignments is your guarantee in selecting us as your correspondent in New York City

*Furniture and Works of Art Boxed  
and Shipped to All Parts of the World*

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TELEPHONE Times Square  
0052 BRYANT

Cable Address: MORGANWARE

Members:

National Furniture Warehousemen's Association  
New York Furniture Warehousemen's Association  
Van Owners' Association of Greater New York  
Merchants' Association of New York

## NEW YORK, N. Y.

Phone Spring 8732-8733

**North River Warehouses, Inc.**

606-608-610 Washington Street, New York City

Merchandise Storage and Distribution  
Centrally Located To All RR Terminals

The Men Who Distribute

**Indian Motorcycles**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



## NEW YORK, N. Y.

# GEORGE F. SHEPHARD WAREHOUSES

New York City  
159 Hudson St.

Merchandise Storage and Distribution  
Pool Car Distributors

## NEW YORK, N. Y.

To insure quick delivery and lowest handling expense consign all New York Shipments to Tooker Storage & Forwarding Co., 28th St. Erie R. R. Terminal; Chicago Shipments to Tooker Storage & Forwarding Co., 14th St. Erie R. R. Terminal.

## TOOKER STORAGE & FORWARDING CO.

MERCHANDISE WAREHOUSEMEN

New York Office and Warehouse: 28th St. & 11th Ave. Erie R. R. Tracks Tel. Chelsea 7845-7846	Chicago Office and Warehouse: Clark & 14th Sts. Erie R. R. Tracks Tel. Victory 2360-2429
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## NEW YORK, N. Y.

## Ship Thru the Port of New York

To avoid loss of business thru transportation delays.

Prompt handling of your consignment in any quantity, large or small, will be our specialty. Your distribution and freight forwarding will be trucked with teams or motors as economy in the cost of carting dictates.

Modern fireproof storage building—located convenient to all freight terminals, also within two blocks of the New York State Barge Canal Terminal.

We furnish a complete service. Let us quote on your requirements.

**Willoufred**  
**WAREHOUSES**  
Inc.

**General Merchandise Storage**  
665-73 11th Ave., and 601-03 W. 48th St.  
New York City

## NEW YORK, N. Y.

## Vandam Warehouse Co., Inc.

General Offices—No. 29 Broadway  
NEW YORK CITY

Phone Whitehall-353.

8 CITY WAREHOUSES

also

Waterfront Pier and Warehouses:  
MARINERS HARBOR, STATEN ISLAND

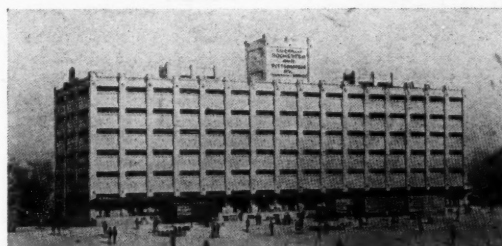
## NIAGARA FALLS, N. Y.

## WILLIAM YOUNG

TRANSFER AND STORAGE OF  
HOUSEHOLD GOODS

MACHINERY AND SAFE MOVING A SPECIALTY  
"Unexcelled SERVICE"

## ROCHESTER, N. Y.



## General Merchandise Storage

DISTRIBUTION AND FORWARDING

Insurance Rate 12c.

Service That Brings Results.

## B. R. & P. Warehouse, Inc.

E. D. Davis, President

Rochester, N. Y.

## ROCHESTER, N. Y.

Arthur S. Blanchard, President and Treasurer

## Blanchard Storage Co., Inc.

Storage  
Moving

HOUSEHOLD GOODS

Packing  
Shipping

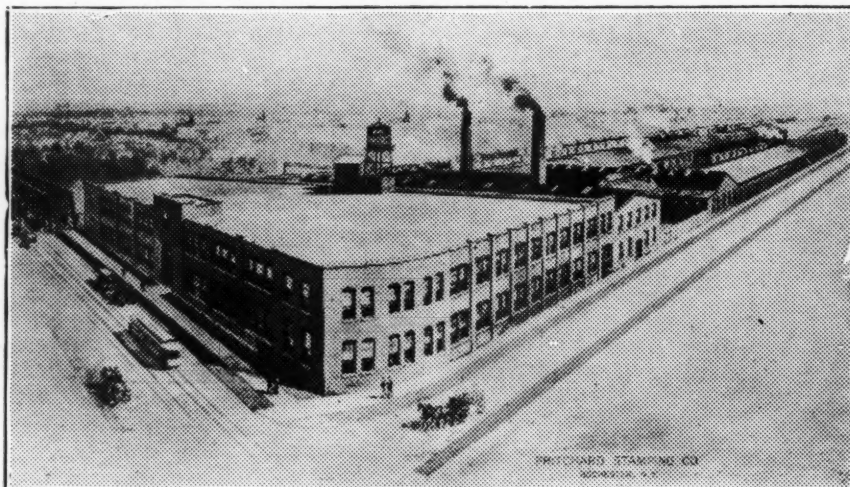
Rochester "Chief" Rug and Carpet Cleaners

Allen and N. Washington Streets

Members New York and Illinois Furniture Warehousemen's Association

ROCHESTER, N. Y.

# ROCHESTER'S LARGEST WAREHOUSE



Situated on the Main Line of the New York Central Railroad.

Located at the Hub of the Commercial and Residential Districts.

**Storage for General Merchandise and Household Goods**

**750 CARLOAD CAPACITY**

Connections with All Railroads Entering City

Direct Switch Running Into Buildings

Local and Long Distance Hauling and Distribution

"Same Day Service"

Buildings Fully Equipped with Sprinkler System

**PRITCHARD STORAGE & WAREHOUSE COMPANY**  
East Main Street & N. Y. C. R. R. Rochester, N. Y.

ROCHESTER, N. Y.

## JOSEPH A. SCHANTZ COMPANY

173-219 CENTRAL AVENUE



We have every facility for handling your Rochester shipments

**Two Fireproof Warehouses  
Two Non-fireproof Warehouses  
Large Fleet of Modern Motor Vans**

By mailing your Rochester bills of lading to us you are guaranteeing the most prompt and courteous service to your patrons. You are also protecting your own interests, because we will return all collections promptly and watch the details carefully.

*Member of New York Furniture Warehousemen's Ass'n*

ROCHESTER, N. Y.

Storage, transfer and forwarding of general merchandise. Only warehouse situated in center of city on N. Y. C. R. R. siding. Equipped with sprinkler system. Lowest insurance rates.

**MONROE WAREHOUSE CO., INC.,**

55-83 Railroad Street

Rochester, N. Y.

ROCHESTER, N. Y.

## ROCHESTER CARTING CO.

Members New York Warehousemen's Association  
Distributors of Car Load Freight

Unsurpassed facilities for Storing, Transferring and Forwarding Merchandise and Household Goods

Two Large Storage Warehouses

162-164 ANDREWS STREET

SCHENECTADY, N. Y.

## SCHENECTADY

is a natural Distributing Center. We make a specialty of L. C. L. Forwarding and Distribution of Pool Cars.

Two up-to-date Warehouses. Track connections with all Railroads entering City.

Storage of Household Goods, Merchandise, Implements, Yard Storage. Heavy Haulage. Motor Service.

**SCHENECTADY STORAGE & TRUCKING COMPANY**

SYRACUSE, N. Y.

The  
**Central City Storage & Transfer Co., Inc.**

WILL FURNISH YOU

Satisfactory **Storage** Service  
**Distribution**

AT

SYRACUSE, N. Y.  
PLUM & WILKINSON STS.

SYRACUSE, N. Y.

**Flagg Storage Warehouse****TWO FIREPROOF WAREHOUSES**

STORAGE OF GENERAL MERCHANDISE  
and HOUSEHOLD GOODS

We are in position to render quick and efficient  
service.

Centrally located to all jobbers and freight  
houses.

Correspondence Solicited.

100 Townsend St., Syracuse, N. Y.

SYRACUSE, N. Y.

**Largest and Most Modern  
Fireproof Warehouse**

IN

**CENTRAL NEW YORK**

Situated in the Business Center of Syracuse,  
adjacent to D. L. & W. and N. Y. C. freight ter-  
minals with Private Siding right into Warehouse.  
Modern Equipment FOR PROMPT AND ECO-  
NOMICAL HANDLING of Merchandise of  
Every Description WITH AN EFFICIENT  
ORGANIZATION TO RENDER REAL  
SERVICE.

**Great Northern Warehouses, Inc.**

348-360 W. Fayette St., SYRACUSE, N. Y.

SYRACUSE, N. Y.

**King Storage Warehouse, Inc.**

Opposite N. Y. C. West St. Station



**COMMERCIAL and FURNITURE  
STORAGE  
PRIVATE RAILROAD SIDINGS**

**DISTRIBUTING SERVICE**

Carload or less carload shipments will receive prompt and care-  
ful attention. This branch of warehousing has been a specialty  
with us for over twenty years. We maintain our own delivery  
service.

**HOUSEHOLD GOODS**

We solicit your Syracuse business. Motor delivery service.  
Careful attention to collections. Satisfaction to yourself and  
customer guaranteed.

FOR SAFETY WE SHIP FURNITURE IN THE KING SHIPPING  
CASE

UTICA, N. Y.

**Consign Utica Shipments**

to

**JONES-CLARK TRUCKING AND  
STORAGE CO., Inc.**

127-135 Hotel St.

SPECIAL ATTENTION given to Mer-  
chandise Distribution and Pool Car Ship-  
ments. Storage of Merchandise, Furniture,  
New Autos and Machinery.

MEMBERS NEW YORK AND ILLINOIS ASSOCIATIONS

U. S. C. Bonded

Bill Via N. Y. C., D. L. & W., N. Y. O. & W.

UTICA, N. Y.

**UTICA  
CARTING & STORAGE COMPANY**

Storage, Trucking, Forwarding,  
Shipping, Rigging, Transferring,  
Distributing, Checking, Packing

**MOTOR VANS FOR LONG DISTANCE**

Members New York and Illinois Associations.



**RALEIGH, NORTH CAROLINA****Carolina Storage & Distributing Co.**

Raleigh (Bonded) North Carolina  
We store, reship and distribute all classes of freight. Modern brick warehouses located on railroad tracks. Pool car distribution a specialty. Being centrally located, reaching a population of over 1,500,000 within a radius of 100 miles, and having excellent railway service. Raleigh is most logical distributing point for this territory.

**CHARLOTTE, N. C.****UNION STORAGE COMPANY**

General Warehousemen  
Merchandise Distributors  
Manufacturers' Agents

**CHARLOTTE, N. C.**

Center of Southern Textile Field  
Population Nearly 5,000,000 in 150-Mile Radius

**MINOT, N. D.**

CONSIGN YOUR SHIPMENTS TO

**THE MINOT WAREHOUSE & STORAGE  
FACTORY DISTRIBUTORS**

Household Goods and Merchandise Stored. Reinforced concrete building with brick walls and hollow tile inner walls.

**PRIVATE TRACKAGE MOTOR EQUIPMENT****MINOT, N. D.****J. B. REED****STORAGE AND TRANSFER****BONDED WAREHOUSE**

We make a specialty of acting as agents for Eastern jobbers and manufacturers in handling re-billing and distribution of goods of all kinds shipped to Minot for use in Northwestern North Dakota and Montana. We are equipped with storage facilities.

**MINOT, N. D.****AKRON, OHIO****Akron Warehouse Company**

211-215 S. Broadway

**AKRON, OHIO**

Two Large Warehouses

Railroad siding at each warehouse

Household Goods and Merchandise

Motor Truck Equipment \*

W. W. Sharp, President

P. S. Shaffer, Manager

**CANTON, OHIO****The Cummings Storage Co.**

Cor. 4th and Walnut St., S. E.

**CANTON, OHIO**

General Merchandise, Distribution and  
Household Goods Storage.

Fireproof and Non-Fireproof Build-  
ings. Private Steel Lockers.

Unsurpassed facilities for handling pool car and  
car load shipments.

Railroad Sidings

Logical Distributor for this Section

**CINCINNATI, OHIO****FRED PAGELS**

Fireproof and Non-Fireproof

Business Established in 1867 and built up by

**A SERVICE THAT SATISFIES**

Prompt Deliveries by Motor

Complete Transfer Facilities

Member  
of  
National Furniture  
Warehousemen's  
Association  
and  
Ohio Furniture  
Warehousemen's  
Association

937 West 8th St.

Four blocks from  
any R. R. entering  
Cincinnati.

**CANTON, OHIO****The Canton Storage Co.**

318 Cherry Ave., N. E.

**CANTON, OHIO****"WE DELIVER EVERYTHING."**

**TWO LARGE WAREHOUSES  
ABSOLUTELY FIREPROOF.**

**MERCHANDISE & HOUSEHOLD  
GOODS STORAGE.**

Car load lots and less than car load lots re-  
ceived, checked, distributed and forwarded.

Served by all Railroads Entering Canton

**If Your City Isn't  
Represented Here**

Put it on the shippers' map by  
inserting your card in this space.

The Men Who Distribute  
**Keystone Wire & Steel  
Products**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

AKRON  
COLUMBUS  
MANSFIELD } OHIO

# The Cotter Warehouses OF OHIO

**AKRON — COLUMBUS — MANSFIELD**

(8 Warehouses)

(7 Warehouses)

(5 Warehouses)

## THE UNION FIREPROOF WAREHOUSE CO.

AKRON, OHIO

OPERATING

THE UNION FIREPROOF FURNITURE WAREHOUSES

AND

THE UNION TERMINAL WAREHOUSES

Merchandise Storage and Pool Car Distribution

B. & O., Erie & Penna. R. R. Sidings

Motor Vans

Packing

## THE W. LEE COTTER WAREHOUSE CO.

COLUMBUS, OHIO

OPERATING

THE COLUMBUS TERMINAL WAREHOUSE

Fireproof and Non-Fireproof Warehouses

Merchandise Storage and Distribution

Save 35 to 50% freight by shipping in car lots.

## THE COTTER TRANSFER & STORAGE CO.

MANSFIELD, OHIO

The Trunk Line City

Fireproof and Non-Fireproof Warehouses

Furniture and Merchandise Storage Distribution

MOTOR TRUCKS

HEAVY HAULING

## CINCINNATI, OHIO

**"STACEY FIRST"**

**SERVICE**  
FIREPROOF AND NON-FIRE-  
PROOF WAREHOUSES

MODERN MOTOR  
VAN EQUIPMENT

**RELIABILITY**

Established 1891 Investment \$250,000  
Your interests carefully protected

**STACEY STORAGE CO.**  
2333 Gilbert Avenue

## CINCINNATI, OHIO

Established 1858

We are equipped to handle carloads and less than carloads for out of town firms. Warehouse on Pennsylvania Railroad. Motor Truck and Team Service.

**WALLACE TRANSFER & FORWARDING CO.**  
222 and 224 East Front Street

## CINCINNATI, O.

Bill Your Shipments for Cincinnati to  
**THE ZEIGLER-SCHAEFER CO.**

2941-43 EASTERN AVE.  
SIDING ON PENNSYLVANIA LINES

Moving - Storage - Packing - Shipping  
Efficient and Courteous Service  
Prompt Remittances  
COMPLETE MOTOR TRUCK EQUIPMENT

## CLEVELAND, OHIO

**JOHN BECKER**

**FIREPROOF STORAGE**

2055 W. 41st St., Cleveland, O.

**MOVING—PACKING—SHIPPING**

West Side and Lakewood Shipments Solicited

## CLEVELAND, OHIO

**THE CENTRAL STORAGE WAREHOUSE CO.,**

1843 East 55th Street

CLEVELAND, OHIO

5601 Hough Ave.

MERCHANDISE DISTRIBUTION—HOUSEHOLD GOODS STORAGE



One of the World's Largest Moving Vans

**SERVICE IS THE THING FOR YOU AND YOUR CLEVELAND CUSTOMERS  
LET US SERVE THEM AS THEY SHOULD BE SERVED**

OUR EQUIPMENT—FIREPROOF AND NON-FIREPROOF STORAGE OPERATING 40 MOTOR TRUCKS.  
OUR ORGANIZATION IS COMPLETE AND IS MORE THAN AMPLE FOR THE LARGEST AND MOST DIFFICULT PROPOSITION.

—WE CONSERVE YOUR INTERESTS—



CLEVELAND, OHIO

# THE CLEVELAND STORAGE CO.

Established 1884

Offices: Guardian Building

Mercantile Storage Only

Pool Cars for Distribution  
and Reshipment

Convenient to Business and Shipping District

LOW INSURANCE RATES  
Sprinkler System3 Warehouses, Private Siding,  
C. C. C. & St. L. R. R.CLEVELAND,  
LAKEWOOD, OHIO

## We Solicit Your Cleveland-Lakewood SHIPMENTS

Our new modern fireproof warehouse  
just completed.Household Goods Only  
Motor Equipment.

## The Lakewood Fireproof Storage Co.

14401 Detroit Ave.

Cleveland-Lakewood, Ohio

Member: National Furniture Warehousemen's Ass'n

CLEVELAND, OHIO

## THE CURTIS BRO.'S TRANSFER COMPANY

French, Winter and Fall Streets  
CLEVELAND, OHIO

## MERCANTILE STORAGE AND GENERAL TRUCKING

Low Insurance  
Sprinkler SystemPrivate Siding on  
C. C. C. & St. L. R. R.Pool Cars for Distribution  
Motor Truck Service

The Men Who Distribute

### Ivory Soap

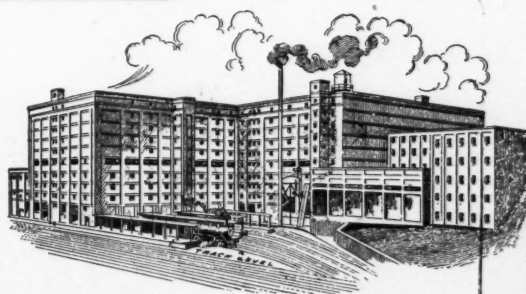
Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

The Men Who Distribute

### Tidewater Oil

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

CLEVELAND, OHIO

3,000,000 cubic feet General Storage and  
Leasing Space.

1,250,000 cubic feet Cold Storage Space.

62 Car Capacity at one time.

*New, Fire Proof Building*

### SERVICE

Is all we have to sell.

*We solicit your business*

Ninth Street Terminal Warehouse Co.

WM. J. HOGAN, President

Cleveland, Ohio

# CLEVE

**MOTOR TRUCKS GIVE BETTER SERVICE.**

**WE USE THEM**

The  
KNICKERBOCKER  
STORAGE CO.  
7724 DETROIT AVE.

The  
LINCOLN FIREPROOF  
STORAGE CO.  
5660-5704 EUCLID AVE.

The  
LAKE SHORE MOVING  
AND STORAGE CO.  
664 EAST 105TH ST.

The  
SCOTT BROS. FIRE-  
PROOF STORAGE CO.  
1838-40 EAST 55TH ST.

Members of National Furniture

# LAND.O

**FIREPROOF WAREHOUSES GIVE BETTER PROTECTION. WE HAVE THEM**

The  
**NEAL FIREPROOF  
STORAGE CO.**  
7208-16 EUCLID AVE.

5 LARGE WAREHOUSES

The  
**REDHEAD  
STORAGE CO.**  
2041 EAST 105TH ST.

HOUSEHOLD GOODS EXCLUSIVELY

The  
**EUCLID AVE. FIRE-  
PROOF STORAGE CO.**  
11605-09 EUCLID AVE.

The  
**WINDERMERE  
TRANSFER, MOVING  
AND FIREPROOF  
STORAGE CO.**  
14136 EUCLID AVE.



## CLEVELAND, OHIO

W. C. WHELOCK, Pres. &amp; Gen. Mgr.

E. A. BRUNNER, Sec'y &amp; Treas.

**THE LIBERTY CARTAGE CO.*****Automobile and Team Trucking***

Office and Warehouse:

422-24 FRANKFORT AVENUE N. W.

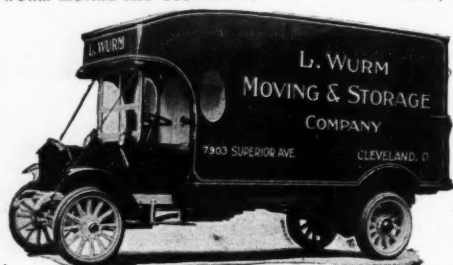
CLEVELAND, OHIO

First Class Warehouse  
and Storage FacilitiesBoth Team and  
Motor Winches

## CLEVELAND, OHIO

L. WURM MOVING AND STORAGE CO.

Cleveland, Ohio

**Office:**7903 Superior Ave.  
Rosedale 2741**Warehouse:**1328 E. 80th St.  
Rosedale 1108

Long Distance Hauling a Specialty.

## COLUMBUS, OHIO

Expert Packers      Reliable Movers  
Absolutely Fireproof**The Great Western Storage Company**

Storing, Crating, Forwarding, Distributing

Car Lots of Merchandise Stored for Distributing

Local and Long Distance Hauling. Separate Sealed Rooms for Household Goods.

Located on the Pennsylvania Lines

766 to 776 West Broad Street      COLUMBUS, OHIO

## COLUMBUS, OHIO

**THE****KUTSCHBACH-McNALLY CO.**Complete Facilities for Storing and Forwarding  
HOUSEHOLD GOODS and MERCHANDISE

Siding on Pennsylvania Tracks

Manufacturers' Distributors

MOTOR Equipment

Member Interstate Warehousemen's Association

## COLUMBUS, OHIO

Safety First

**The Fireproof  
Warehouse & Storage Company**1018-30 North High Street  
Columbus, Ohio**TRANSFERRING — STORING — PACKING**

We have one of the finest warehouse plants in the state; being steam heated throughout, equipped with a sprinkler system, absolutely fireproof. The cheapest rate of insurance. Located handy to all railroads, we are able to deliver the best service obtainable anywhere. We solicit your shipments to our city and assure you we will reciprocate. P. A. DOLLE, General Manager.

**Motor Truck Service**

Vaults for Valuables

Private Rooms

## COLUMBUS, O.

**The Merchandise Storage Company**

Columbus, Ohio

General Storage &amp; Distribution

SERVICE THAT WILL SATISFY

## DAYTON, OHIO

**THE LINCOLN STORAGE CO.**

"Fireproof"

BIG 4 TRACK IN BUILDING. ( Members N. Y. &amp; I. F. W. A.

313-315 EAST FIRST STREET

A. B. Compton, Vice-President

## DAYTON, OHIO

**THE UNION STORAGE CO.**

U. S. BONDED

BAINBRIDGE, BACON & STATE STREETS  
MERCHANDISE STORAGE TRANSFER DISTRIBUTION

## LAKEWOOD, OHIO

**THE****Lakewood Fireproof Storage Co.**

14401 Detroit Ave.

LAKEWOOD OHIO CLEVELAND

We solicit your shipments to  
Lakewood and west side of Cleveland.  
SEE QUARTER PAGE AD ON PAGE 97.

## SPRINGFIELD, OHIO

**THE****Citizens Transfer and Storage Co.**

Lowry Ave. and Big Four R. R., Springfield, Ohio

STORAGE OF  
Merchandise and Household Goods  
Forwarders and Distributors Motor Truck Service  
W. A. HANCE W. P. BYERMAN

MEMBER: OHIO WAREHOUSE AND TRANSPORTATION ASSOCIATION

## SPRINGFIELD, OHIO

Bill All Shipments for Springfield, Ohio, to

**WAGNER  
FIREPROOF STORAGE & TRUCK CO.**

Siding on Pennsylvania Lines

Complete Facilities for Distribution of Pool Car Shipments  
Moving—Packing—Shipping—Storing  
Household Goods and Merchandise

## TOLEDO, OHIO

**DEPENTHAL  
TRUCK & STORAGE COMPANY**

108 SUMMIT STREET

Member of New York, Illinois, and Southern Furniture  
Warehousemen's Associations

## TOLEDO, OHIO

**THE GENERAL  
FIREPROOF STORAGE CO.**

651-655 STATE STREET

**Household Goods Exclusively**Members: Illinois Furniture Warehouse Association  
American Warehouse Association

## TOLEDO, OHIO

**HOUSEHOLD GOODS EXCLUSIVELY**

Established 1894

**The H. C. Lee & Sons Co.**  
TOLEDO'S LEADING MOVERS  
STORAGE

MEMBER N. F. W. A. Toledo, Ohio

## TOLEDO, OHIO

**MANOR STORAGE CO.**516-530 Sumner Street  
TOLEDO, OHIOMERCHANDISE DISTRIBUTION  
HOUSEHOLD GOODS STORAGE

## TOLEDO, OHIO

**THE TOLEDO  
MERCHANTS' DELIVERY COMPANY**215 SO. ST. CLAIR ST  
AUTO SERVICE—FIREPROOF STORAGE  
Local and long distance haulingHousehold Goods and Automobiles Moved, Packed, Shipped and  
Stored. Safes, Boilers, Machinery and Smokestacks Moved.100% SERVICE  
Reference: Second National Bank, or any bank in Toledo

## TOLEDO, OHIO

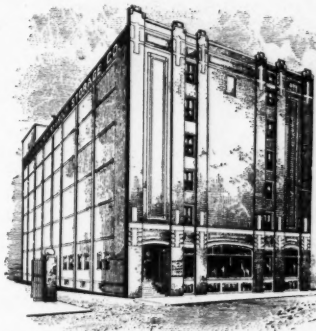
**The Toledo Terminal Warehouse Co.**

928-930 GEORGE STREET

TOLEDO, OHIO

STORAGE OF MERCHANDISE  
Special Attention to Pool Car Distribution

## YOUNGSTOWN, O.

**The****Fisher-Gilder Cartage & Storage Co.**  
Fireproof Storage, Moving, Packing and Shipping**Expert Handlers of Household Goods**

Manufacturers' Merchandise Distributors.

Private Siding B. &amp; O. R. R.

**MOTOR TRUCK SERVICE**

90,000 cubic feet of Fireproof Warehouse Space.

Members: American, New York, and Illinois Warehousemen's  
Associations.574-576-578-580 MAHONING ST.  
YOUNGSTOWN, OHIO

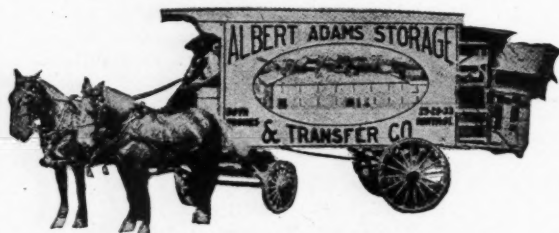
## YOUNGSTOWN, OHIO

Local and Long Distance Hauling  
Manufacturers' Distributors Carload Distribution

## ZANESVILLE, OHIO.

**ALBERT ADAMS  
STORAGE AND TRANSFER CO.**

25-29-33 Ninth St.  
Merchandise and Household Goods  
Manufacturers' Distributors Carload Distribution  
50,000 Square Feet of Floor Space



## HARRISBURG, PA.

**Pool Cars**

Received-Checked-Distributed  
and

Forwarded in Less Than Car Lots

Penna. RR Harrisburg Storage Co.  
Sidings Harrisburg, Pa.

## OKLAHOMA CITY, OKLA.

Fireproof  
Warehouses for  
Household  
Goods and  
Merchandise.

Members of I. F. W. A.,  
New York, American  
Chain, Central, South-  
ern, Pacific Coast  
Warehousemen's Asso-  
ciation.

**O.K. TRANSFER & STORAGE CO.**

A. C. WEICKER, President

## HARRISBURG, PA.

**MONTGOMERY & CO.**

STORAGE WAREHOUSES

Merchandise Storage—Transferring—Forwarding  
Direct Track Facilities Pool Car Distribution  
Members A. W. A. and American Chain of Warehouses

## LANCASTER, PA.

**KEYSTONE STORAGE COMPANY**

STORAGE—DISTRIBUTORS—FORWARDERS

Merchandise and Household Goods  
MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE  
Siding on P. R. R. and P. & R.

## MUSKOGEE, OKLA.

**Muskogee Transfer & Storage Co.**

2—Fireproof Warehouses

Merchandise and Household Goods  
Stored—Pool Cars Distributed  
Railroad Siding.

## LANCASTER, PA

**Lancaster Storage Co.**

Lancaster, Pa.

Merchandise Storage, Household Goods, Trans-  
ferring, Forwarding

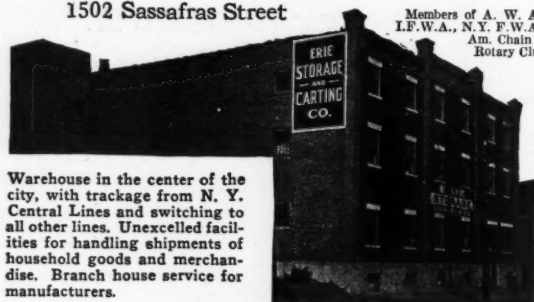
Manufacturer's Distributors, Carload Distribution  
Local and Long Distance Moving  
Railroad Sidings

## ERIE, PA.

**ERIE  
STORAGE & CARTING COMPANY**

1502 Sassafras Street

Members of A. W. A.,  
I. F. W. A., N. Y. F. W. A.,  
Am. Chain &  
Rotary Club



Warehouse in the center of the  
city, with trackage from N. Y.  
Central Lines and switching to  
all other lines. Unexcelled facil-  
ities for handling shipments of  
household goods and merchan-  
dise. Branch house service for  
manufacturers.

## OIL CITY, PA.

**CARNAHAN  
TRANSFER & STORAGE COMPANY**

R. C. LAY, Proprietor

Piano Moving a Specialty  
Distributing and Forwarding Agents; Packing  
Fireproof Warehouse

The Men Who Distribute

**Seaman Paper Products**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

The Men Who Distribute

**Scott's Emulsion**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



## PHILADELPHIA, PA.



Our large fleet of motor trucks enables us to render quick and efficient service to your patrons.

We are accessible to all depots and suburbs of our city. Our warehouses are within two blocks of North Philadelphia Station of the Pennsylvania Railroad and the 12th and York Streets Station of the Philadelphia & Reading or the Baltimore & Ohio. Private siding at our Branch Warehouse, West Philadelphia. Consign goods Angora, Pa. (Penna. System.)

Collections through our office will assure prompt returns.

*Fireproof and Non-Fireproof Warehouses*

**Miller North Broad Storage Co.**

2709-2721 North Broad Street

## PHILADELPHIA, PA.

Distributing Agents

For Manufacturers



*A Storage Palace—Clean as your home*  
Office 203 Lehigh Ave. Philadelphia.

## PHILADELPHIA, PA.

**Penn Storage & Van Co.**

2136 MARKET STREET

The Men Who Distribute

**Pillsbury Flour**

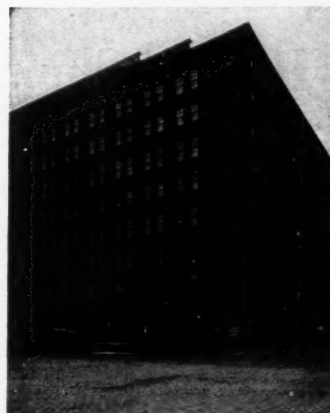
Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## PHILADELPHIA, PA.



**TERMINAL  
WAREHOUSE  
AND  
TRANSFER CO.**

Green Street and  
Delaware Avenue  
PHILADELPHIA



Columbia Avenue Warehouse  
1511-1519  
Household Goods Exclusively  
Motor Equipment  
Moving—Packing—Shipping

Delaware Ave. and Green St.  
Warehouse  
Water Front  
Pool Car Shipments  
Manufacturers' Distributing

**9 Warehouses—16 Acres of Floor Space—Trackage Facilities  
for 17 Cars**

**Large Organization. Competent Office Warehouse Staff**

Members American Warehousemen's Association—American Chain of Warehouses

## PHILADELPHIA, PA.

# Philadelphia

## LOCAL EXPRESS

1004-1026 Spring Garden Street

Manufacturing Distributors

Philadelphia, Germantown, Chestnut Hill,  
Camden, N. J., Frankford

## PHILADELPHIA, PA.

Established 1903



MANUFACTURERS'  
DISTRIBUTORS

Direct delivery service throughout Philadelphia  
and Camden :: :: Correspondence solicited

**Address**

Office—5th and Byron Streets  
CAMDEN, N. J.

## PITTSBURGH, PA.

## BLANCK'S

### Transfer and Storage Company

6344 PENN AVENUE  
PITTSBURGH, PA.

Fireproof Warehouse  
Separate Rooms for Storage  
of Household Goods

MOVING, PACKING  
STORAGE

BAGGAGE AND FREIGHT  
DELIVERY

MOTOR VAN SERVICE

## PHILADELPHIA, PA.

## Before Shipping to Philadelphia, Pa.

read this letter from the client of a Chicago  
warehouse who was advised to ship in care of  
the 20th Century Storage Warehouse Co. On  
Aug. 18th this is what he wrote them:

"Following your suggestion I got in touch with  
the 20th Century Warehouse and they handled the  
unloading of my four freight cars and the un-  
crating at my house in Haverford. It took them  
only two days to move all of the furniture from  
our cars to the house; their men hustled every  
minute and did their work exceptionally well.

"I thank you for recommending the 20th Century  
to me and I feel that in the future you will make  
no mistake in sending other patrons of yours to  
them."

**20th Century**  
**Storage Warehouse Co.**

3120-30 Market Street, Philadelphia

Opposite West Philadelphia Station

## PITTSBURGH, PA.

## SERVICE TO THE CORRESPONDENT



CONSISTS in giving the corre-  
spondence of those we represent  
prompt acknowledgment, safe-  
guarding their interests, mailing  
checks in settlement of accounts,  
and furnishing final reports of  
transactions.

THIS service also includes an  
element of importance:—the  
handling of shipments upon ar-  
rival in a manner conducive to  
joint customer's approval, whose  
future business we are always  
eager to secure.

Ship via Pennsylvania to East Liberty  
Station, (Pittsburgh, Pa.)

Established 1889

**HAUGH & KEENAN**  
**STORAGE AND TRANSFER CO.**  
CENTRE AND EUCLID AVENUES

## PITTSBURGH, PA.

**HASLEY BROTHERS**  
TRANSFER AND STORAGE

939 So. Canal St., N. S.

MOVERS, PACKERS, SHIPPERS OF HOUSEHOLD GOODS  
FIRE PROTECTED STORAGE—MEMBERS A. W. A.

## PITTSBURGH, PA.

**J. O'NEIL EXPRESS & STORAGE**

N. S. PITTSBURGH, PENNA.

Furniture and Piano Moving a Specialty. General Hauling.

NEW FIREPROOF STORAGE HOUSE  
Separate Rooms

## PITTSBURGH, PA.

**Interstate Trucking Company**Twenty-Fifth St. & A.V.R.R. 1, 2, 3½ and 5 ton trucks  
GENERAL HAULING ON HOURLY OR TONNAGE BASIS

Carload Freight and Long Distance Hauling

Experienced Men—Good Equipment Call on Us—Save Time and Money

Trucking Agents for  
Pennsylvania Transfer and Storage Company

## PITTSBURGH, PA.

**SHANAHAN****Transfer & Storage Company**

Established 1865

CONSIGN PITTSBURGH SHIPMENTS  
IMMEDIATE RETURNS ON RECEIPT OF BILL OF LADING  
FIREPROOF STORAGE FOR HOUSEHOLD GOODS ONLY  
ALL SEPARATE APARTMENTS5th Ave. at McKee Place, PITTSBURGH, PA.  
Center of City

## PITTSBURGH, PA.

**MURDOCH**

## STORAGE &amp; TRANSFER COMPANY

General Office, and Warehouses

546 NEVILLE STREET  
PITTSBURGH, PA.

Branch Warehouse, Wilkinsburg, Pa.

Murdoch Means Service

## PITTSBURGH, PA.

**Pennsylvania**  
**Transfer & Storage Co.**JAMES SIMPSON, President  
EDWARD C. LITTLE, General ManagerReceiving and Warehousing of General  
Merchandise in Carloads or Less than  
Carloads.**POOL CARS DISTRIBUTED AND  
RESHIPPED**Special Facilities for Handling and  
Storing Liquors and Barreled Goods.Merchandise Stocks Carried and Rec-  
ords Kept for Out-of-Town Concerns.Rates and Quotations Promptly  
Furnished.**PENNSYLVANIA RAILROAD  
SIDING**Warehouse No. 1—Twenty-fifth St. and  
A. V. R. R.**TRUCK DELIVERY ONLY**Warehouse No. 2—1629 Liberty St.  
General Offices: Twenty-fifth St. and  
A. V. R. R., Pittsburgh, Pa.

## PITTSBURGH, PA.

**WEBER****EXPRESS & STORAGE COMPANY**

GENERAL HAULING

Moving, Packing and Storing of Furniture and Pianos

4620 HENRY STREET

## READING, PA.

**Columbian Warehouse Company**

Storage, New Merchandise Exclusively.

Modern Building, Lowest Insurance Rates.

S. W. Cor. 5th &amp; Laurel Sts.

The Men Who Distribute

**Ritter Dental Supplies**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



## SCRANTON, PA.



The Men Who Distribute  
**Colgate Laundry Soap**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

The Men Who Distribute  
**Gold Dust**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## SCRANTON, PA.

Established 1894.  
"He Profits Most Who Serves Best"  
(Rotary)

**The Quackenbush Warehouse Co.**  
Incorporated

Warehousing of every description. Storing, Packing,  
Carting, Shipping. R.R. Siding. Manufacturers  
Distributors.

Correspondence Solicited

Scranton, Pa.

The Men Who Distribute

**Fels Naptha Soap**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## ABERDEEN, S. D.

**Aberdeen Storage Company**  
Aberdeen, S. D.

Storage and Distributors  
Pool Cars Solicited

## PROVIDENCE, R. I.

**CADY MOVING & STORAGE CO.**

STORAGE WAREHOUSES  
Household Furniture and Pianos  
Packing, Crating and Shipping.  
62 to 70 Dudley Street.

## PROVIDENCE, R. I.

**TERMINAL WAREHOUSE CO. OF RHODE ISLAND, Inc.**

Allen Avenue, Foot of Oxford Street on Providence River  
**PROVIDENCE, RHODE ISLAND, U. S. A.**

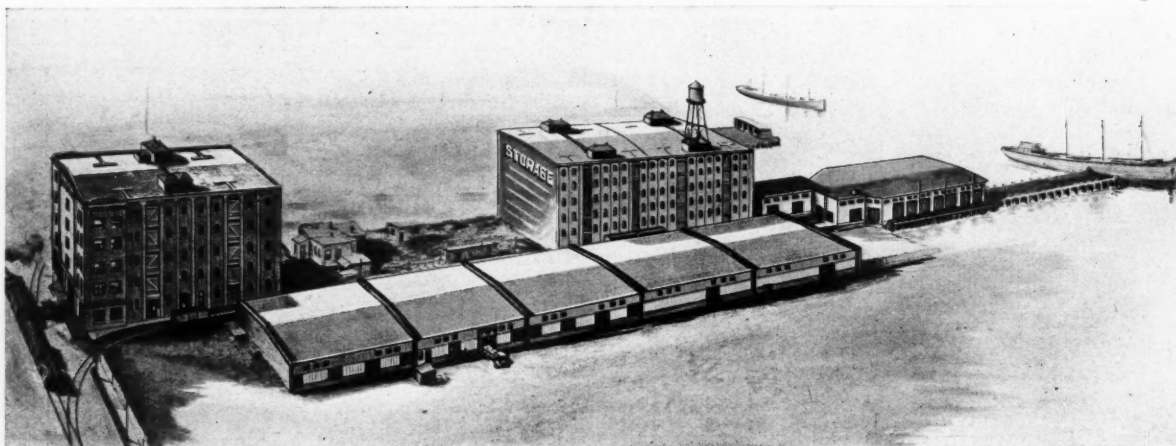
The most modern Storage Warehouses in New England, with side track capacity for 75 cars—Also several acres of yard storage

Our Location center of the Manufacturing Industries of New England. Deliveries either by Rail or Motor Trucks from our location to most any point in New England. Lowest Insurance Rates. Direct Track Connection N. Y., N. H. & H. R. R. Shipping Directions, South Providence, Rhode Island. Good Depth of Water. Weighing, Sampling and Shipping by Experts permanently employed.

WM. M. HARRIS, JR.  
Treasurer & General Mgr.

WM. A. MILLSPAUGH  
Secretary

H. E. LEAVER  
Superintendent



## CHATTANOOGA, TENN.

**THE CHATTANOOGA  
TRANSFER & STORAGE CO.**

Fireproof Warehouse

Furniture Merchandise

Packed Stored Shipped

Heavy Hauling

Motor and Horse Drawn Equipment

## DALLAS, TEXAS

**PULLIAM****Transfer & Storage Co.**

FIREPROOF STORAGE

Household Goods Only

Motor Truck Service

MEMBERS { *N F W A*  
*T W & T A*  
*DALLAS C O F C*Let us handle your Dallas shipments in the  
right way

## NASHVILLE, TENN.

**E. M. BOND**  
**FIREPROOF STORAGE CO.**  
HOUSEHOLD GOODS AND MERCHANDISE  
Modern Fireproof Building  
Private Siding With All Rail Connections.

## EL PASO, TEXAS

**R. L. Daniel Storage Co.**  
Box 487, 1706 Texas, 2813 Durazno Sts.Our hobby is the crating, packing, shipping and storing of  
household goods. Consign your goods to us for proper attention.  
Member, National Furniture Warehousemen's Assn.

## DALLAS, TEXAS

CARLOAD DISTRIBUTION &amp; STORAGE

Merchandise and Household Goods

**The Inter-State  
Forwarding Co.**Cor. Elm & Jefferson St.  
The Center of the Wholesale District120,000 Sq. Ft.  
on T. & P. R. R. Capacity Unloading 12  
Cars Per Day.Maintains an organization for service in all branches of  
Warehousing and Distribution**W. I. FORD and R. E. EAGON**  
Associate Managers

## EL PASO, TEXAS

**EL PASO, TEXAS**  
**GATEWAY TO OLD MEXICO**General Storage and Carload Distribution  
Merchandise and Household Goods  
Moving, Packing and Shipping60,000 sq. ft. Fireproof Storage Space  
150,000 sq. ft. Semi-Fireproof ConstructionLET US HANDLE YOUR EL PASO BUSINESS  
AS IT SHOULD BE HANDLED.  
MAKE OUR WAREHOUSE YOUR BRANCH  
HOUSE.**International Warehouse Co., Inc.**  
1601 Magoffin Ave., Cor. Lee St.

P. O. Box 214

MEMBERS CENTRAL WAREHOUSEMEN'S CLUB

The Men Who Distribute

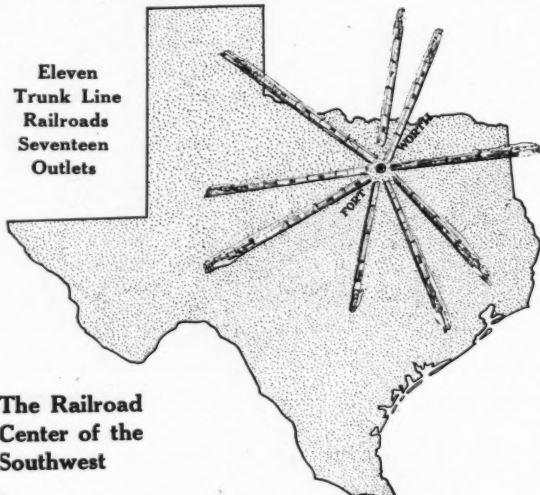
**Minute Tapioca**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## EL PASO, TEXAS

**WESTERN**  
**TRANSFER & STORAGE COMPANY**  
1125-31 TEXAS STREETONLY FIREPROOF STORAGE IN EL PASO  
Forwarders and Distributors—Trucking of all kinds—Distribution  
Cars a specialty—Warehouse on Track

## FORT WORTH, TEX.

Eleven  
Trunk Line  
Railroads  
Seventeen  
Outlets



The Railroad  
Center of the  
Southwest

### Write For Our Booklet

We have prepared a booklet concerning Fort Worth, North and West, Texas and the Binyon-O'Keefe service.

A copy will be mailed to you on request.

**BINYON-O'KEEFE** Fire Proof Storage Co.

Members American Warehousemen's Association and National Household Furniture Warehousemen's Association.

## FORT WORTH, TEXAS

## Fort Worth Warehouse & Storage Co.

INCORPORATED

Merchandise Distribution, General Storage  
Manufacturers' Representative

PRIVATE SIDING WITH ALL RAIL  
CONNECTIONS

Fort Worth with its seventeen railways is the logical distributing center for Texas and the Southwest.

**Absolutely Fireproof Warehouses**

## McALLEN, TEXAS

## Valley Storage Company

Storers and Distributors of  
Merchandise in Rio Grande Valley

Crating and Shipping

*We Solicit Your Patronage*

McAllen, Texas

## SAN ANTONIO, TEXAS

Established 1880

FREIGHT

AUTO SERVICE

STORAGE

**OFFICIAL DISTRIBUTORS  
MERCHANTS' TRANSFER CO.**

SAFETY

COURTESY

SERVICE

## SAN ANTONIO, TEXAS



## Two Large Fireproof Warehouses

With Lowest Insurance Rates  
Capacity 1,250,000 cu. ft.

Members four leading associations.

**GENERAL WAREHOUSING AND DISTRIBUTION**

*Write for freight tariff to all  
points in San Antonio territory.*

**SCOBAY FIREPROOF STORAGE COMPANY**  
San Antonio, Texas

## TEXARKANA, TEX.

**HUNTER TRANSFER CO.**  
TEXARKANA, TEXAS

STORAGE

TRUCKING

DISTRIBUTORS

MOVING



## WACO, TEXAS

## MASON TRANSFER & STORAGE COMPANY

217-219 JACKSON STREET

Merchandise Storage, Forwarders &amp; Distribution Trucking of all kinds. Warehouse on track. 7 Denby Trucks

## WACO, TEXAS

## Weatherred Transfer and Storage Co., Inc.

Modern Warehouse Facilities—Trackage on all roads

100,000 SQUARE FEET STORAGE SPACE

We do pool car distributing, moving, packing, shipping, storage, long distance hauling by trucks.

## SEATTLE, WASH.

## TAYLOR EDWARDS



TRANSFER CO.

SEATTLE

WASH.

## Merchandise Distributors

DISTRIBUTION CARS.  
Delivered, Forwarded or  
Stored.POOL CARS.  
Furniture Packed, Shipped  
or Stored.

RAILROAD CONNECTIONS.

ASSOCIATION MEMBERS.

ESTABLISHED 1905

FIREPROOF STORAGE

LOW INSURANCE

## SALT LAKE CITY, UTAH

Members { American Warehousemen's Association  
Central Warehousemen's Club

## Jennings-Cornwall

Warehouse Company

Merchandise storage and distribution. Track connections and free switching with all railroads. Modern fireproof building. Insurance rate only 18 cents. Motor delivery service.

Our long experience in the storage and distribution of manufactured articles, together with our modern building and equipment, fits us to give you the very best service in the handling of your account. Correspondence solicited.

PETERSBURG, VA.  
HOPEWELL, VA.

Distributing and Forwarding

## POOL CARS

Furniture stored and crated

SOUTHERN BONDED WAREHOUSE CORP.

## ABERDEEN, WASH.

## A. A. STAR TRANSFER CO.

401-403 SOUTH F STREET

ABERDEEN

WASHINGTON

WE DO EVERYTHING IN THE  
LINE OF MOVING

Our Hobby	Equipped to Handle	Distributors of
CRATING	SAFES	FREIGHT
PACKING	PIANOS	H.H. GOODS
STORAGE	MACHINERY	BAGGAGE

Consign Your Shipments to Us for Proper Attention

## SEATTLE, WASH.

## EYRES STORAGE and DISTRIBUTING CO.

Established 1889  
Incorporated 1904  
Free & Bonded

Warehouses

Seattle, Wash.



GENERAL MERCHANDISE STORAGE

MACHINERY STORAGE

HOUSEHOLD GOODS STORAGE

POOL CAR DISTRIBUTIONS

OPERATING 30 TEAMS, 24 AUTOS

SERVICE OUR MOTTO

## SEATTLE, WASH.

## United Warehouse Company

SEATTLE, WASH.

Established 1895

GENERAL STORAGE AND DISTRIBUTING

The Men Who Distribute

## "None Such" Mince Meat

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index.

The Men Who Distribute

## Mellin's Food

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## TACOMA, WASH.



## WE OWN BOTH WAREHOUSES

Established 20 years in Tacoma—and know how to handle your requirements

Storage (bonded and free) Merchandise and H. H. Goods  
Moving and Packing by Experts C. L. & L. C. L. Distribution  
Collections Remitted Promptly We Solicit Your Business

## TACOMA, WASH.

PACIFIC STORAGE and  
TRANSFER CO., Inc.

Merchandise and Furniture Storage

Distributors and Forwarders

Merchandise and Furniture

SEND YOUR POOL CARS IN OUR CARE

Auto Truck and Transfer Service

N. P. RY. SIDE TRACKS

BROADWAY AND 17th STREET



## YAKIMA, WASH.

## MILLER &amp; LENINGTON

CONTRACTORS

DISTRIBUTING and FORWARDING AGENTS

TRANSFER—STORAGE—WAREHOUSING

Motor Trucks and Team Equipment for All and Every Kind of Hauling

SHIP IN OUR CARE and let us be "At your service with best of service"

Office: 10 East A Street Sidney Hotel Bldg.

'Phone 571

## YAKIMA, WASH.

J. J. CRAWFORD, PRES.

E. NORTON, SEC.

YAKIMA TRANSFER &  
STORAGE CO.

Office and general storage warehouse No. 25 North Front directly opposite Northern Pacific passenger station.

22,000 square feet of compartment storage for household goods, pianos etc.

Track warehouse No. 11 South First Ave, 30,000 square feet of floor space devoted exclusively to the storage of merchandise. Every facility for clean, economical, storage and handling of commercial accounts.

Auto trucks and teams.

## CHARLESTON, WEST VA.

## Mathews Storage &amp; Transfer Co.

Warehousing—Distributing—Forwarding—Transfer  
Merchandise—Automobiles—Household Goods  
Brick and Concrete Warehouses—Private Ry. Siding.

Members: ..... } American Warehousemen's Ass'n  
} American Chain Warehouse  
Motor Truck and Team Service.

## KENOSHA, WIS.

## DAVID NELSON

KENOSHA

WISCONSIN

FIREPROOF STORAGE

Packers and Shippers of Household Goods

We Reach All Suburban Points

51-71 VICTORIA STREET

KENOSHA, WIS.

## MADISON, WIS.

## H. F. SHARRATT

30,000 sq. ft. Fireproof Storage

New Building

30,000 sq. ft. Non-fireproof Storage

Household Goods—Merchandise—Automobiles—Separate Locked Rooms—  
Separate Piano, Rug and Trunk Rooms—Negotiable Receipts—Local  
and Long Distance Moving—Packing—Shipping—Heavy Hauling—  
Distributing

## MADISON, WISC.



## Finest Warehouse in Wisconsin

PHONE  
BADGER 1254

FURNITURE  
PACKING

Local and Long Distance Moving

The Men Who Distribute

## Whittaker Paper Products

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

The Men Who Distribute

## Tropical Paint

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

The Men Who Distribute

## Swedish Separators

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

MILWAUKEE, WIS.

# Hansen Storage Company

Capital Stock \$1,000,000.00

MILWAUKEE, WIS.

We Can Solve Your Problems in Storage  
and Forwarding

General Storage—Automobile Trucking  
Forwarding—Distributing

50 Car Sidetrack

Member American Chain of Warehouses

MILWAUKEE, WIS.

Lincoln Warehouse and Van Co.

226-228-230 Fourth Street

MILWAUKEE, WIS.

We remit upon receipt of bill of lading

RACINE, WIS.

When You Need Warehouse Service  
in

RACINE, WISCONSIN

Call on us

Racine Transfer &amp; Storage Co.

CASPER, WYOMING

Pioneer Warehouse &amp; Transfer Co.

Merchandise Storage &amp; Distribution

Two blocks from the business  
center on our own switch.

136 West "B" Street

MILWAUKEE, WIS.

## For the Greatest Satisfaction

To both yourselves and your customers  
consign your Milwaukee shipments to

## United Fire Proof Warehouse Co.

392 Prospect Ave., Milwaukee, Wis.



Good service  
built this  
new fire proof  
warehouse.

The newest  
and best in  
Milwaukee.

TORONTO, CAN.

HOWELL'S, TORONTO

*A perfect System of  
Warehousing and Distribution*

that effectively meets the demands  
of all manufacturers doing business  
in the Dominion of Canada.

The HOWELL WAREHOUSES Limited.  
General Mercantile Distributors

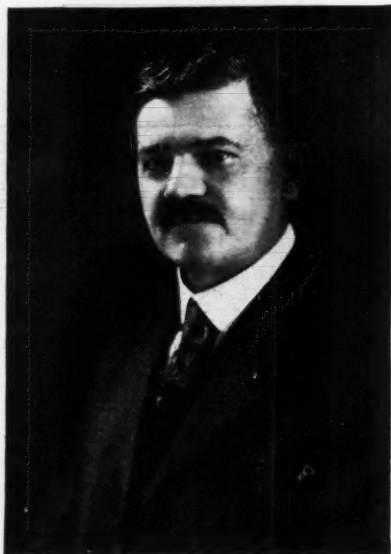
311 King St East. TORONTO. Phone Main 7580

175,000  
square feet  
capacity.

## Pick Your Consignee

from the companies listed in  
this section—they are the "live  
wires" of the field and will handle  
your shipments promptly  
and efficiently.





*Standard*  
DETROIT  
USA

**Mr. Albert Fisher Incorporates Only The Most  
Approved Engineering Practices  
in Standard Trucks**

**I**T was only natural for Mr. Fisher to continue the identical progressive policy, in building Standard trucks, that distinguished him for more than thirty-five years as a master craftsman in the commercial vehicle business.

Mr. Fisher's policy has always been to incorporate in commercial vehicles betterments for their value to owners rather than for their value as talking points.

The most casual investigation of a Standard truck will convince you it is different from the average truck. You will find the engine suspended at three points—the frame more rugged than common practice requires—and the rivets in the frame placed near the neutral axis instead of near the edge. From bumper block to rear end of frame you will find that the benefit of Mr. Fisher's long experience in the commercial vehicle business has been utilized to the fullest advantage.

These details are, Mr. Fisher believes, the reason why thousands of Standard users have found their trucks so practical, reliable, and enduring that they are unanimous in saying the Standard is "all the name implies."

STANDARD MOTOR TRUCK CO., Detroit, Michigan





## Make Labor More Efficient

**T**HAT'S your *true* economy today. Take a group of men from non-productive lifting, shifting and hauling of bulky materials. Set them to work *producing*. You have taken a big step in cutting production costs.

Not alone in the shop, but in other departments handling materials, Yale Chain Blocks help you to do this. Their service is doubled when they are used with I-beam trolley systems.

Other units of the Yale Hoisting and Conveying Systems are, electric hoists, electric industrial trucks, and tractor and trailer systems. Sold by machinery supply houses. Write for new catalog.

Yale Made is Yale Marked

**The Yale & Towne Mfg. Co**

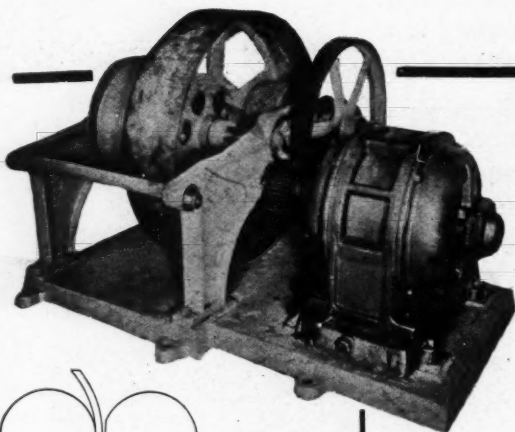
*Makers of Yale Locks and Yale Hoists*

Stamford, Conn.

U. S. A.



Yale Hoisting & Conveying Systems



Internal drive gives a larger arc of contact, conforming to the arc of friction wheel. It also eliminates the wearing tendency which is so pronounced in external contact and which distorts the roll as shown, because of greater pressure required.



More radial movement is required in external drive design than in the internal type, to get the pressure required for power transmission. The friction roll must be replaced quicker and bearing adjustments cannot be made with the external drive machine.

## The Internal Drive Construction Makes This Hoist More Efficient and Cheaper to Operate

The increased efficiency comes from the fact that friction wheel and driving roll on the Standard Whip Hoist get a larger arc of contact. The increased amount of driving surface transmits more power, allows less slippage and cuts wear and tear on the two surfaces in contact.

The decrease in cost of operation comes from the smaller amount of replacement necessary and the greater amount of work obtained from use of the same amount of power under more obsolete hoisting methods.

Let us send you full details on this superior Standard Whip Hoist. We will be glad to give you sidelights on your own hoist problems. The Standard Hoist is recognized as the best equipment by the larger warehouses.

**Capacities—500, 1000 and 1500 pounds.**

**H. J. & J. J. KING**

22 Sabin Street

Providence, R. I.

New York—Fink-Dumont-White, Inc., 405 Lexington Avenue.

# KING STANDARD —WHIP HOIST—

## Safe.....Quick.....Economical

HANDLING OF MERCHANDISE IS ASSURED WHERE

### GIFFORD-WOOD CONVEYORS

ARE PART OF YOUR WAREHOUSE EQUIPMENT



HANDLING BAGS IN A FLOUR MILL

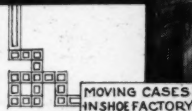
Dependable and efficient, they have proved invaluable in and about the modern industrial storehouse.

The precision and despatch with which the Gifford-Wood Conveyor transfers your materials, boxes, bags, etc., from department to department, quickly evidences its superiority over the obsolete hand-to-hand methods.

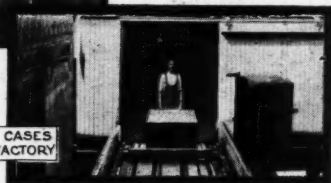
Subject to wide application, Gifford-Wood Conveyors perform a variety of services. They offer no obstruction when not in use.

Send for our complete Elevating and Conveying Machinery catalogue today.

Manufacturers of:—  
Elevators  
Conveyors  
Power Plant Coal Handling Equipment  
Coal Pockets  
Locomotive Coaling Stations  
Wagon Loaders  
Bagging Loaders  
End Thrust and Straight Faced Hoists  
Screen-Chutes  
Buckets  
Chain



MOVING CASES IN SHOE FACTORY



Mechanical Handling in all lines of Industry

**Gifford-Wood Co.**  
MAIN OFFICE AND WORKS NEW YORK, BUFFALO, HUDSON, N. Y. BOSTON, CHICAGO



# HIGHWAY TRAILER

EDGERTON  
WISCONSIN

*The Largest Trailer Plant in the World*

## Instead of Another Truck Add a Highway Trailer

**You Save: \$1915 to \$4000 in First Cost; 90% in Fuel;  
\$5 to \$7 Daily in Driver Hire; 80% in Oil, Tires, Repairs**

**Many Bankers Now Stipulate Use of  
Trailers in Financing Truck Sales**

You don't need costly extra trucks to double your hauling capacity.

See how Highway Trailers will meet your added transportation requirements at less than 10% the cost of an extra truck.

On the first cost you save from \$1915 on the 1½ ton size to \$4000 on the 6 ton size.

But even more important are the savings in operation. Extra drivers are not needed. You haul double loads at less than 10% added cost in fuel, oil, tires

and maintenance, over the cost of operating a truck alone.

Highway Trailers are earning net profits of from \$25 to \$30 a day for hundreds of operators.

It is the only trailer, accepted without design change, by the U. S. Government, which operates more than \$1,000,000 worth.

Write for booklet on "How to Save \$3,000 to \$6,000 a Year Per Unit, with Highway Trailers".

**HIGHWAY TRAILER CO., EDGERTON, WIS.**

*Highway Trailer Branches at:*

Chicago  
Detroit  
Milwaukee, Wis.  
Toledo, O.

Philadelphia  
Portsmouth, Va.  
Sumter, S. C.  
Tampa, Fla.

Dallas, Texas  
San Francisco  
Spokane, Wash.  
Winnipeg, Man.

Toronto, Canada  
Kansas City  
Minneapolis, Minn.  
Oklahoma City, Okla.

Nashville, Tenn.  
Shreveport, La.  
Atlanta, Ga.  
New York

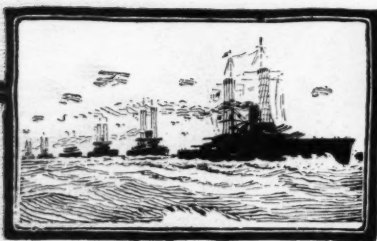
Boston  
Montgomery, Ala.  
Phoenix, Ariz.

*And Numerous Other Distributing Points*

Average Truck Costs	1½ Ton \$2700	2½ Ton \$3600	4 Ton \$4150	6 Ton \$5700
Highway Trailer Costs	\$785	\$995	\$1325	\$1695
Highway Trailer Saves	\$1915	\$2605	\$2825	\$4005



*The Public Service  
Company of Chicago  
cuts haulage costs 50% by  
the use of Highway Trailers*



**W**HEN it comes to fleets, look over this list of Walker fleet users. What do these continued endorsements of Walker Electric truck economy mean to you?

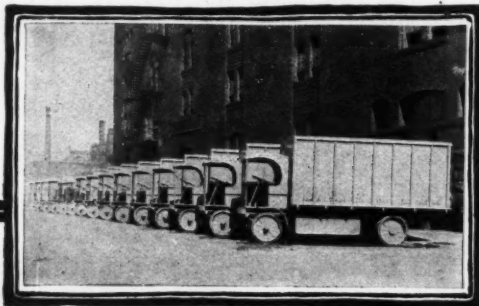
American Railway Express	Lawrence Ice Cream Company
American Sugar Refining Company	Mandel Brothers
Anderson & Goodman	Mashall Field & Co.
Blue Valley Creamery Company	New England Confectionery Company
Boston Store	Old Homestead Bakery
Bush Terminal	Park & Tilford
Carry Ice Cream Co.	George Rasmussen Company
Carter's Ink Co.	Reid, Murdoch & Company
Consumers Company	Stern Brothers
Cudahy Packing Co.	Swift & Company
Cushman's Sons, Inc.	United Cigar Stores
Du Pont American Industries	Warner Sugar Refining Company
Gimbel Brothers	Westcott Express Company
Hartman Furniture & Carpet Company	
Horton Ice Cream Company	

*Our latest catalogue is just off the press. Write for a copy today.*

## WALKER Electric TRUCKS LOWEST TRUCKING COST

WALKER  
VEHICLE  
COMPANY  
CHICAGO  
NEW YORK  
BOSTON  
PHILADELPHIA  
BUFFALO

AMERICA'S  
LARGEST  
MANUFACTURERS OF  
ELECTRIC  
TRUCKS &  
TRACTORS



## Which Warehouse Is Paying Best?



**THIS ONE  
Of Course!**

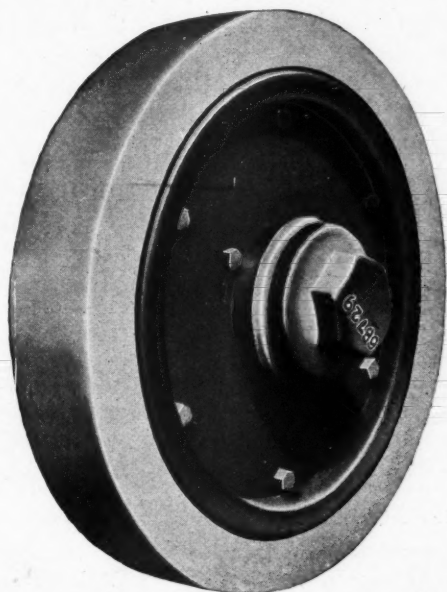
Using

**MERCURY TRACTORS  
and**

**THE TRACKLESS TRAIN**

Mercury Manufacturing Company  
4118 S. Halsted St. Chicago, U. S. A.

*If iron wheels are good  
enough for the trailers  
why not use them  
on the tractors?*



It is a well-known fact that iron wheels on trailers absolutely ruin the cement surface of concrete floors and runways in a few months. It is then customary to replace the iron wheels on trailers with some form of cushion wheel.

We are prepared to show that canvas as assembled in the DIVINE CANVAS CUSHION WHEEL is the most efficient and economical form of cushion wheel available for trailer service.

*Correspondence is solicited.*

**Divine Brothers  
Company**

Utica, New York



### A Simple Test That Shows the Strength of "Reach" Furniture Van Pads

And strength counts when it comes to protecting furniture in transit.

"Reach" Pads are made purposely to wear. Right from the extra thick layer of cotton to the covering of very heavy ticking fabric — they're made for long and hard service.

That is why we say they are the strongest furniture van pads in the world.

We use remnant lengths only of extra heavy ticking fabric, sew them together firmly and carefully, generously fill them with soft cotton batting and reinforce them along the edges with tape. They are double stitched.

Remember when you buy "Reach" Pads you get what you pay for. All prices quoted here are for **finished sizes**—not cut sizes where about 15% is lost in stitching.

74 x 68.....	\$4.00 each
52 x 68.....	3.00 each
36 x 68.....	2.00 each

Beware of the high cost of low prices.

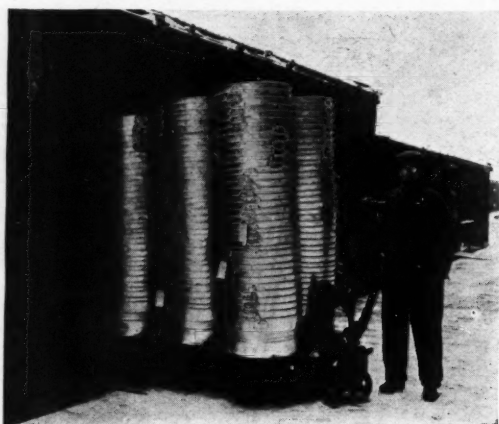
Padded Phonograph Covers, \$7.75 each.

We also manufacture Canvas Padding, extra heavy, for lining the sides of auto trucks; Tarpaulins; plain or waterproof. Specify measurements desired. Write for prices now.

**A. L. REACH TEXTILE CO.**

19-21-23 West 18th Street, New York City





## From Car to Consignee With *One* Handling

At the Security Warehouse Co., Minneapolis, they have been cutting handling charges for years.

For instance, in this case, a carload of tubes is unloaded by placing the tubes on a wooden platform in the car. The Jacklift is slipped under the loaded platform and picks up load and all.

It is placed in storage and the load *left* on the inexpensive platform until reshipped with only *one* handling. You can handle many other kinds of loads, if not all, with the Jacklift. And every load so handled is cared for at greatly reduced cost, to say nothing of the smaller outlay for equipment. With Jacklifts and platforms you get 100 wheel trucks at from \$6 to \$8 per truck.

Scores of warehouses are using Jacklifts in this way all over the country. You can't afford to figure out how you can't use them. Let us show you how you can. Let's start something, by dropping us a line means no obligation.

Don't confuse our Jacklift with the ordinary elevating truck. It is more, because it  
Lifts Higher — Easier — In Less Space  
and stands the gaff

**Lewis-Shepard Company**  
581 E. First Street Boston 27, Mass.  
Offices in the principal cities



## EXCELSIOR PACKING PADS ARE LIKE INSURANCE

**Y**OU pay only a small premium charge for the best protection obtainable. Don't think of them as an expense, consider the loss and inconvenience of claims for damage and the satisfaction of knowing that anything you ship will reach its destination exactly as it left your hands. You will incur no obligation by getting our samples and prices.

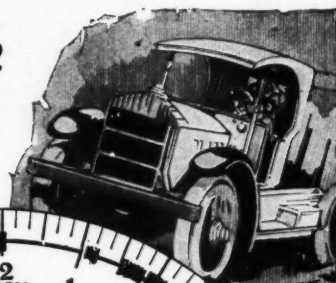
**H. W. SELLE & CO.**

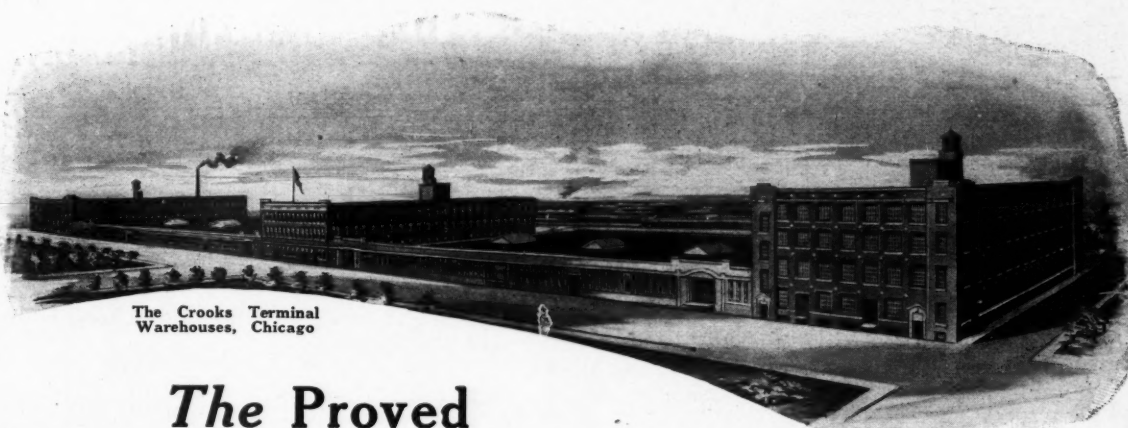
Manufacturers

1000-1016 N. Halsted St., CHICAGO, ILL.

**\$28<sup>76</sup>**

That's what it costs  
to run a  
five-ton truck  
one day





The Crooks Terminal  
Warehouses, Chicago

## The Proved Ability to Accomplish

Those who know the importance of Chicago as a distributing center will appreciate the fact that we are the builders of its "Most Modern Warehouses."

Our organization meshes in with our client and his needs through a hearty co-operation, and secures those famous "WALTER RESULTS" which can only be reaped from a superservice. Consult us.

## The Walter Company

*Industrial Engineers  
and Contractors*

38 South Dearborn St.  
Chicago, Ill.

## MAGIC SCRATCH REMOVER



Every  
Deliveryman  
Should Carry One

A Magic Scratch Remover in the pocket saves a world of worry and complaint. Where a scratch on varnished surface appears, touch it up with the neutral stain and magic oiled Brush of the Magic Scratch Remover, and the scratch instantly disappears. Write for dozen or half dozen on Free Trial. After 10 days, if not satisfactory, return them at our expense, otherwise remit \$5 for the dozen or \$2.60 for one-half dozen.

### CAMPBELL'S QUICK REFINISHING OUTFIT ON FREE TRIAL

Permanent repairs easily made with this outfit at a big saving in refinishing expense. The Amber Glaze removes packing marks, the Eheral Varnish fixes rubbed through marks, and the stick Shellac fills deep holes. The stains match any color. Order an outfit. Try it 10 days on anything you have to fix. If pleased, send us \$10; otherwise return unused portion at our expense. Write us today.

The M. L. CAMPBELL COMPANY

FINISHING



PRODUCTS

708 EAST 19TH STREET

KANSAS CITY, MISSOURI

Dry Storage

Cold Storage

## Your New Warehouse

Will it be JUST A BUILDING  
or will it be a part of your EFFI-  
CIENT EQUIPMENT?

This will depend entirely upon  
the skill of the designer in recog-  
nizing your particular needs and  
providing for them.

Experience, skill and conscien-  
tious service are what count—do  
you agree? If so, let me hear from  
you.

M. R. CARPENTER

*Architect and Refrigerating Engineer*

72 West Washington Street

CHICAGO

Service that pays

No charge for consultation

## OPPORTUNITY

Transfer and Storage men are, by training and profession, transportation and haulage experts. They have the knowledge and the experience to make them the best motor truck distributors of any body of American business men. The question arises:—Have they the courage to take advantage of an opportunity to make profits from their specialized knowledge, by engaging in a line of business which is allied to their own?

Opportunity, they say, knocks but once at every man's door. Some men are alert enough to grasp the chances that Fate offers them; to develop the start they secure by being wide-awake, and the public calls them lucky.

You hear men wailing about the "time I could have had the So-and-So Agency," bewailing the fact that he does not have it now and wondering how the "lucky" holder managed to get it.

There is not so much "luck" as judgment, perseverance, and the courage to enter a field of work which promises adequate rewards for industry. An opportunity for men who are "awake" exists now.

**We Have Openings for a Number of Transfer and Storage Men As Our Distributors—Some Territory Open Now Which May Never Be Vacant Again—Now Is Your Time.**

Address Sales Manager

**J. C. WILSON COMPANY**

Detroit, Mich.

*Manufacturers of Wilson dependable Motor Trucks*

## WAREHOUSE EQUIPMENT

### WE MEET YOUR REQUIREMENTS

IN

Furniture Pads, Canvas Covers, Piano Covers (for shipping and storage), Tarpaulins, Truck, Wagon, Horse and Talking Machine Covers.

SAXOLIN Duplex is a flexible packing, wrapping and case-lining material. Better than burlap because it is Vermin-proof, Water-proof and costs less.

Write Us Your Requirements  
So We May Quote You Prices

**The Cleveland-Akron Bag Co.**  
Cleveland, Ohio



### Protect the Wares in Your Care With

White Tar Paper and White Tar Naphthalene

#### WHITE TAR

Paper (Pine Tar and Cedar in rolls of 12 sheets, 40 x 48, or continuous 50 yds. to 1000 yds. in roll).

Moth Bags (Varied Sizes).

Moth Balls, Crystals, Blocks, Powder Flakes, Lavender Compound, Cedar Compound.

Manufactured by

**The White Tar Company**

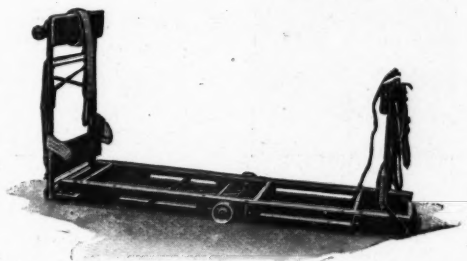
56 Vesey St., New York, N. Y.





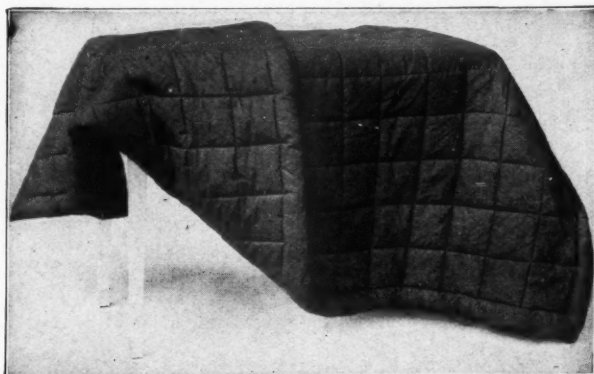
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Straps**

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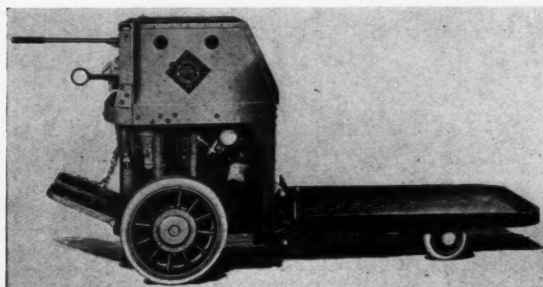
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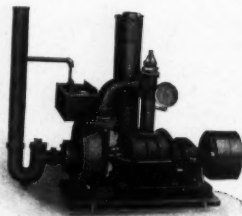
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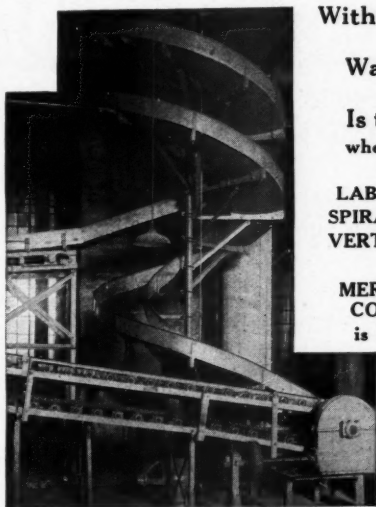
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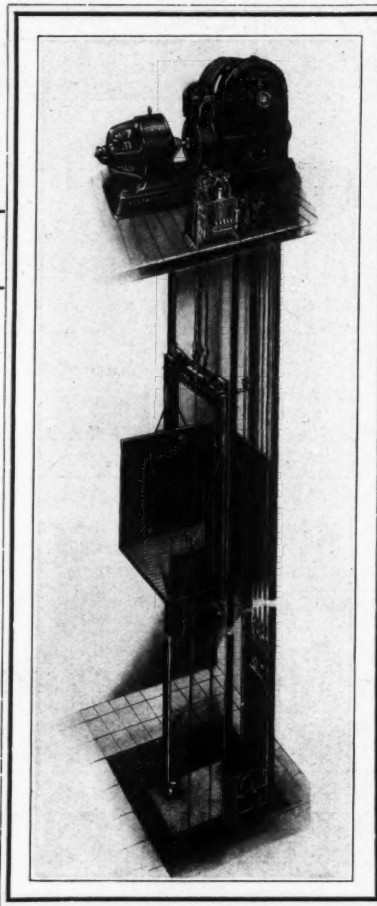
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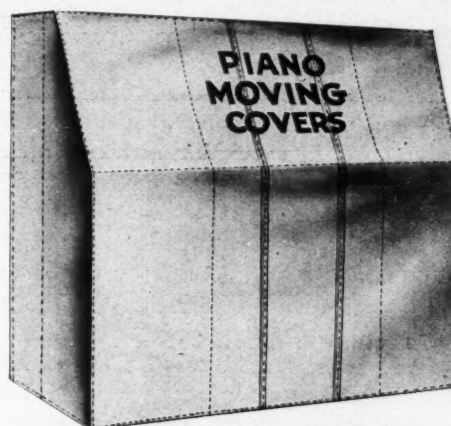
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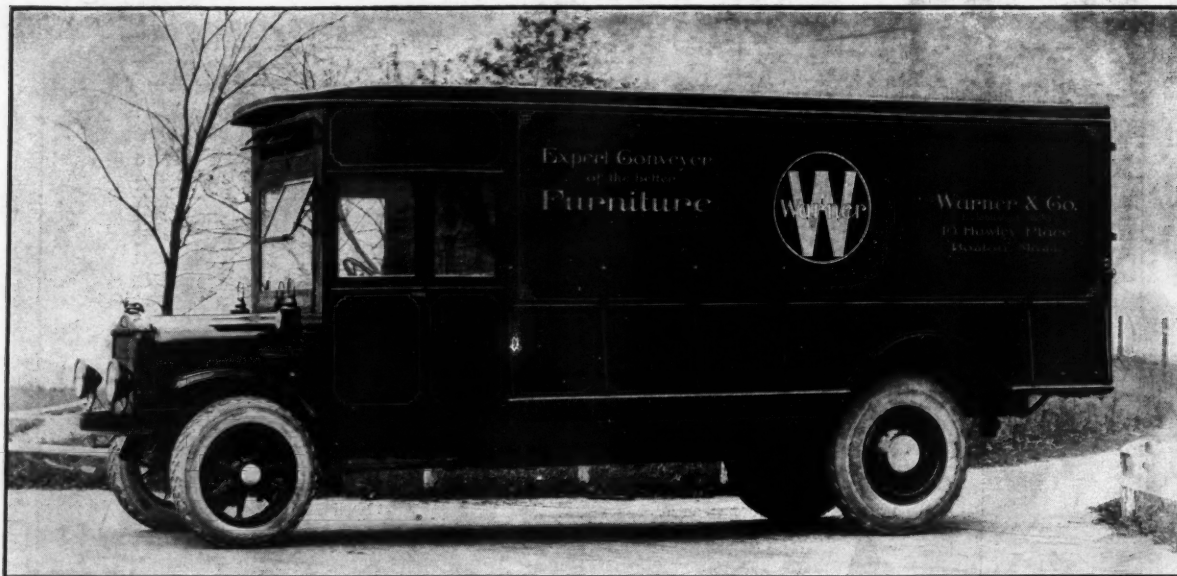
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